

Fundamentals of Tech Transfer

This introductory-level course is designed to help recent recruits in technology transfer offices (in academic organisations, public sector research or the NHS) to understand the breadth of the role, assess their own development needs and build or refresh fundamental skills and knowledge. It will be of most benefit to those who have already worked in technology transfer for at least three months, and will also be of interest to industry professionals who work at the interface with academia. The course will improve delegates' confidence and provide a framework of materials and contacts for tackling challenges.

This course can complement *Fundamentals of Consultancy in a University or Research Institute* and *Fundamentals of New Venture Creation*. Follow-on courses include *Practical Licensing, Research Contracts and Essentials of Business Development*.

COURSE CONTENT

Success in a technology transfer role requires a breadth and depth of knowledge and specialist skills. This course covers all aspects of technology transfer office activity, including patents, copyrights and contractual arrangements, to facilitate the commercial development of intellectual property by licence to spin-out and established companies.

COURSE OUTCOMES

Content is designed to follow the process of a 'best practice' licence agreement from conception to commercialisation:

- Researching and evaluating opportunities
- Efficient planning and development of commercialisation strategies
- Drafting, interpreting and assessing intellectual property (IP)
- Market research and commercialisation
- Intellectual property protection
- Marketing the opportunity to potential partners
- Understanding research contracts and licensing agreements
- Negotiating the agreement
- Managing key stakeholder relationships

Trainers are leading practitioners in the field and share their own in-depth experiences of the challenges faced by technology transfer professionals.

To book your place on the next course, please visit www.praxisunico.org.uk or email info@praxisunico.org.uk.

REGISTERED TECHNOLOGY TRANSFER PROFESSIONAL (RTTP) STATUS

Demonstrate your dedication and expertise in the academic technology transfer profession by becoming a Registered Technology Transfer Professional (RTTP). All PraxisUnico training courses are eligible for continuing education (CE) credits, which support your registration application. For more information about the registration process and requirements, visit the Alliance of Technology Transfer Professionals website at www.attp.info.