Module 6 – Litigation and entrepreneurship

Objectifs :

> Master KTT main objective: Delivering a high quality training covering the whole scope of technology transfer activities for professionals with significant experience and to newcomers.
> The training covers all domains related to the activities related to knowledge and technology Licensing in and Licensing out.

Public :

> TT managers
> Project managers
> Business managers
> IP experts or IP lawyers

Intervenant :

Director of Business Licensing / IP Lawyer / Professors at the Solvay Brussels School - EM

Pré-requis :

Having a first experience with Technology Transfer.

CONTENU DES ENSEIGNEMENTS

Litigation

> The role of quality
> Managing and controlling the financial returns
> Post license management
> Financial terms in existing agreements
> Financial terms in new agreements?
> Internal control and compliance procedures
> External audits – considering and managing the process
> Review of the results of external audits and findings
> Case studies

Entrepreneurship

> From research to business; the entrepreneurial process
> Who is the entrepreneur?
> Scientists vs. Entrepreneurs?
> Opportunity design
> Opportunity assessment
> Market research techniques for entrepreneurs
> Business model design
> Product vs Service business models
> What makes a good business plan
> Introduction to venture capital
> Due diligence process
> Valuation techniques

We accept the registration for separate modules. The request should be send at least 8 day before the start of training session. Contact us!