

Masterclasses

Radical Innovations: the stage-gate innovation process

Karl Heinrich Hahn

Developing KT Strategy and Policy

Alison Campbell

Mastering LinkedIn

Alastair Banks

Strategic Account Management

Wim Bens

Finalising negotiations: the contract

Tanja Benedict

Negotiations

Robert Marshall

How to take academic software to market

Gavin Smith & Scott Wilson

Professional Branding

Alastair Banks

Student IP

Jeff Skinner

How investors "sniff-test" spin-out ideas

Jeff Skinner

Remote negotiations in a rewired world

Robert Marshall

Setting up collaborations and license deals with academic

Kevin Nachtrab

Putting your researchers' valuable expertise to work

Amanda Zeffman

Delivering the KT/TT function: Office and Madate

Structures explored

Art Bos



IP value, portfolio mapping and exploitation planning - a new toolkit for TT professionals

Arnaud Gasnier

Using digital tools to help you source experts, promote and market yourself and your products

Alastair Banks

How to get the best out of licensing

Andrea Schmoll

How to Use Intellectual Asset Management in innovation projects

Andrew Telles

The case method of teaching technology transfer

Jeff Skinner

The science of marketing science

Jane Muir

Dealing with tough negotiation, difficult people

Robert Marshall

The use and abuse of proof of concept funds

Jeff Skinner

Post-licensing management

Raja Sengupta

Valuation of early stage spin-outs

Jeff Skinner

Conflict resolutions

Robert Marshall

Licensing agreements

Mark Anderson

Market research of TTOs

Cath Whitaker

Business Development

Sean Fielding & Jeff Skinner

Clinical Trial Agreements

Mark Anderson

Protecting inventions

Jeremy Philpott

Assessing Technologies

Jeff Skinner

Business Finance

George Fildes

Managing TTO team

Robert Marshall

Start to negotiate

Robert Marshall

Business development of technology licensing

Christian Smock & Peter Nissen Jorgensen

Financing spin-out essentials

Dominic De Groote, Johan Bil & Michael Truyen

University technology licensing

Mark Anderson

Protecting Inventions

Jeremy Philpott

Negotiation

Robert Marshall

Collaboration Agreements

Mark Anderson

Clinical Trial Agreements

Mark Anderson