

INNOVATION AND TECHNOLOGY TRANSFER MANAGEMENT TRAINING

Organized with the collaboration of LUXINNOVATION GIE, the National Agency for Innovation and Research

Training Center - Chambre de Commerce de Luxembourg, 7, rue Alcide de Gasperi, Kirchberg

4th of October 2011, Luxembourg

AGENDA

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| 9.00 – 9.15 | Welcome and Introduction to the training scope and objectives (Managing Technology Transfer), Raimund Broechler (IISA) |
| 9.15 – 9.30 | Presentation of the EEN Network, Arnaud Duban (LuxInnovation) |
| 9.30 – 9.45 | Transatlantic Technology Transfer Initiative, Magdalena Appel & Daniel Gottschald (Chemie-Cluster Bayern) |
| 9.45 – 10.00 | <i>Coffee Break</i> |
| 10.00 – 12.00 | IP management in EU funded R&D projects, Catarina Araujo & Serge Quazotti (European IPR Helpdesk) |
| 12.00 – 12.30 | Questions and Answers / open discussion |
| 12.30 – 13.30 | <i>Lunch</i> |
| 13.30 – 14.30 | Need driven innovation approach for technology transfer: open innovation & commercialization, George Vincent (NineSigma Europe) |
| 14.30 – 14.45 | Questions and Answers / open discussion |
| 14.45 – 15.15 | <i>Coffee Break</i> |

15.15 – 17.15

Commercialization of innovation and technologies, Jeff Cope (RTI)

- *Identification of potential clients and technologies*
- *Marketing of technologies*
- *Commercialization of innovation and technologies*
- *Negotiation*
- *University-Industry relations*

17.15 – 17.45

Questions and Answers/ Open Discussion

17.45 – 18.30

Summary & Closure of training