CINPAA | INTERNATIONAL COOPERATIVE FOR TRAINING & CONSULTING

سينبا | التعاونية الدولية للتدريب والاستشارات



Training programme:

Technology Transfer & Commercialisation

Delivered in several cities and dates

OUR INTERNATIONAL PARTNERS:

ISDE Law Business School High Performance Education
Higher Institute of Law and Business (ISDE)

Professional Development Institute
Professional Development Institute

Universidad Camilo José Cela
Camilo José Cela University

SEK EDUCATION GROUP

ISO 29993:2017 Learning services for non-formal education and training

ISO 9001:2015

Technology Transfer & Commercialisation

About the programme:

INTRODUCTION The relevance of innovation for economic growth and competitiveness has resulted in the increasing attention to the process through which ideas and knowledge are transferred from public research organizations (PROs) to the marketplace. The pace and effectiveness of such a process has a substantial impact on the contribution of the respective public investments to economic development and calls for awareness regarding (i) its processes and the key actors involved, (ii) the conditions that enable such processes, (iii) the factors that affect the demand for it and (iv) the

Objectives:

Developing participants' skills, knowledge, values and professional approaches in:

a. Processes and Actors

b. Technology transfer and commercialization (TTC) occur via, both, formal and informal channels. Formal channels include training and education, hiring students and researchers from universities and PROs, sharing of equipment and instruments, technology services and consultancy, sponsored research and R&D collaboration, and other mechanisms. Informal channels include the transfer of knowledge through publications, conferences, and informal exchanges between scientists. Technology transfer and commercialization do not evolve naturally and linearly from research and the discovery of scientific solutions. Often, unfavorable economic conditions and inadequate supply of complementary services form obstacles for their completion, while their execution is a multi-actor and multi-stage process in which chance may also play a role.

c. Technology transfer and commercialization are executed through the active participation and support of various individuals and organizations. Involved actors undertake activities that evolve around the production of knowledge, the provision of essential supporting services, training, market research and intermediation. Such actions are driven by different objectives but are joined towards adding value to the process and supporting the technology transfer and commercialization process.

d. Enabling Conditions for Universities and PRIs to engage in TTC

e. The nature of technology transfer and the type of channels used are strongly determined by the characteristics and the level of economic development of the country/region. Contextual factors may refer to the skills, capabilities and infrastructure of the country/region, its entrepreneurial environments and institutional setup and so forth. In practice, contextual variations result in different technology transfer needs and solutions. For instance, in less-developed economies, where the needs for diffusion and adaptation are core, technology transfer will be more oriented to the provision of basic technical services and the supporting incremental innovation.

f. Factors affecting the demand for TTC

g. Technology transfer forms a path of using and exploiting existing and new knowledge for product development and commercial purposes. As such stock is distributed between different loci, the demand for its use and commercialization rests upon the existence and quality of access channels and transfer mechanisms. Technology transfer channels and mechanisms vary across economic and institutional contexts as these determine the availability of knowledge stock, facilitate (or inhibit) the organization, capabilities and interactions of key actors and influence technological choices. These factors impinge upon the demand for commercially exploitable knowledge and are critical points of consideration for policy makers.

h. Policy Intervention in TTC

i. The potential benefits stemming from the transfer of technology to different users and its commercialization justify the policy makers' interest in planning supporting instruments aimed at alleviating institutional gaps, mismatches and barriers. Public intervention on this area has followed different yet complementary rationales summarized in tackling misalignments in agents' objectives, dealing with incomplete markets for technology and IP transfer and addressing system failures.

j. Considering these challenges and the ensuing benefits that their resolution can bring along, governments have been actively searching for ways to widen and improve the use of public research output and plan instruments to:

k. ensure a sound policy-making context

l. alleviate funding barriers

m. strengthen the links between science and industry

n. provide knowledge services

o. establish a clear regulatory framework and

p. foster education

q. In various combinations and degrees of intervention these instruments aim to cover policy needs that correspond to both the supply and demand side of technology transfer and commercialization and that can be sustained throughout time. Policy sustainability is critical in this process and the need for a long-term political horizon is essential.

Target audience:

a. University and public research commercialisation staff.

b. Innovation policy and technology transfer managers.

c. Business development teams evaluating research-based technologies.

Daily programme:

• Day 1: Processes and channels of transfer and commercialisation

a. Formal and informal channels of knowledge transfer between research and industry

b. R&D collaboration, IP licensing and sales by universities and public research institutes

c. Spin-off creation and consulting and extension services by research organisations

d. Why commercialisation is multi-stage, multi-actor and rarely a linear process

e. Case study: tracing how a university research result reached a commercial user

f. Day output: map of transfer channels used by the participant's institution

• Day 2: Key actors and the innovation ecosystem

a. Roles of scientists, engineers, universities and public and private research institutes

b. Technology transfer offices, incubators, accelerators and science and technology parks

c. Firms' demand for new technology, investment in R&D and open innovation

d. Industrial specialisation, technological trajectories and markets for technology

e. Workshop: stakeholder mapping of a national or regional innovation ecosystem

f. Day output: ecosystem actor map with identified gaps

• Day 3: Enabling conditions in universities and research institutes

a. Commercialisation infrastructure and entrepreneurship skills within research organisations

b. Research careers, pay, community norms and incentives that affect engagement with industry

c. Intellectual property rights policies for universities and public research institutes

d. Finance for commercialisation and how national context shapes technology transfer needs

e. Case study: reviewing an institution's IP and incentive policy against its commercialisation goals

f. Day output: enabling conditions checklist for a research institution

• Day 4: Policy rationales and support instruments

a. Policy rationales: misaligned objectives, incomplete markets for technology and system failures

b. Alleviating funding gaps: proof-of-concept centres, direct R&D funding and innovation procurement

c. Supporting science-industry links: cluster policies, collaborative R&D grants and innovation vouchers

d. Technology platforms and fora as instruments for sustained cooperation

e. Workshop: matching policy instruments to the barriers identified in a given economy

f. Day output: policy instrument mix for priority barriers

• Day 5: Knowledge services, regulation and evaluation

a. Knowledge services for firms: market intelligence and technology matching services

b. Regulatory frameworks for publicly funded research results, including the Bayh-Dole model

c. Business and entrepreneurship education for researchers and research students

d. Metrics and evaluation of commercialisation support and long-term policy sustainability

e. Case study: designing an evaluation framework for a national commercialisation programme

f. Day output: indicator set and evaluation plan for commercialisation support

Training methods and certificates:

Our programmes are built on modern pedagogy that combines theoretical knowledge with practical application, in line with participants' needs and the demands of the workplace. Methods include:

- **Interactive workshops:** analysis of real data and group discussions that strengthen practical understanding.
- **Case studies:** examples from international organisations that highlight real successes and challenges.
- **Realistic simulations:** participants train through professional scenarios that mirror real situations requiring decisions and situation management.
- **Advanced tools and technologies:** hands-on practice with up-to-date training software and tools suited to each field.

Certificates:

On successful completion, participants receive a certificate issued by CINPAA, a training institute officially registered in the European Union, Spain and the United Kingdom.

CINPAA - Cooperative International for Training and Consulting

Our programmes are delivered within academic and professional partnerships, cooperation agreements and memoranda of understanding with a number of academic and professional institutions, including:

- **Camilo José Cela University - Spain**
- **ISDE - Law & Business School - International**
- **Professional Development Institute - United Kingdom**

These partnerships aim to exchange expertise, develop training content and raise programme quality in line with international best practice.

Kind regards,
International Programmes Department
"CINPAA" INTERNATIONAL COOPERATIVE FOR TRAINING & CONSULTING

Course details and registration

Course Details | Registration

Programme	**Technology Transfer & Commercialisation**	Course Title
Language	**English**	Course Language
Venue	**Several cities and dates – see the table below**	Venue
Financial offer	**Sent separately, according to the number of participants and the delivery conditions.**	Financial Offer

Registration and confirmation:

To register, please use one of the following:

a. Complete the programme request form on our website.

b. Or send an email from your training department.

c. Or a nomination letter from your organisation.

Send your confirmation by:

Email	info@cinpaa.org
WhatsApp	+34 635 867 686

Our team is ready to advise on accommodation and logistics before and during your stay.

Planned programme dates:

City	Dates
London, United Kingdom	30 Nov - 04 Dec 2026
London, United Kingdom	01 - 05 Mar 2027
Cairo, Egypt	07 - 11 Jun 2027
Madrid, Spain	06 - 10 Sep 2027
Barcelona, Spain	06 - 10 Dec 2027

The programme can be delivered in other cities and on other dates to suit your organisation, at the length you need. The cities are listed on the last page.

سينبا التعاونية الدولية للتدريب والاستشارات | CINPAA – International Cooperative for Training & Consulting

Europe office: Calle Echegaray N6, 28014 Madrid, Spain

UK office: 12th floor, Marble Arch Tower, 55 Bryanston Street, London, UK

+34 635 867 686 Europe office

+90 507 590 1781 Turkey office

+60 10 509 9484 Malaysia office

+218 92 622 1324 Libya office

+34 635 867 686 WhatsApp

info@cinpaa.org | www.cinpaa.org

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Cities where we deliver our programmes:

This programme can be delivered in any of the following cities, and elsewhere on request.

Albania Tirana, Saranda	**Australia** Sydney	**Austria** Vienna, Hallstatt, Salzburg / Zell am See	**Azerbaijan** Baku
Bahrain Manama	**Belgium** Brussels, Bruges	**Bosnia and Herzegovina** Sarajevo	**Canada** Toronto, Montreal
China Hong Kong, Shanghai, Beijing, Guangzhou	**Croatia** Dubrovnik	**Cyprus** Nicosia, Limassol, Larnaca	**Czech Republic** Prague
Egypt Cairo, Sharm El Sheikh, Alexandria, Hurghada	**France** Paris	**Georgia** Tbilisi, Batumi	**Germany** Munich, Berlin, Düsseldorf, Frankfurt
Greece Athens, Rhodes	**Hungary** Budapest	**Indonesia** Bali, Jakarta	**Ireland** Dublin
Italy Rome, Florence, Milan, Venice, Como	**Japan** Tokyo	**Jordan** Amman, Aqaba	**Kuwait** Kuwait City
Malaysia Kuala Lumpur	**Maldives** Maldives	**Mauritius** Mauritius	**Montenegro** Budva, Kotor
Morocco Casablanca, Marrakech, Tangier, Rabat	**Netherlands** Amsterdam	**Oman** Muscat, Salalah	**Philippines** Manila
Poland Krakow, Warsaw	**Portugal** Lisbon, Porto	**Qatar** Doha	**Russia** Moscow
Saudi Arabia Riyadh, Jeddah, Dammam	**Serbia** Belgrade	**Slovenia** Ljubljana	**South Korea** Seoul
Spain Madrid, Barcelona, Valencia, Alicante, Benidorm, Malaga / Marbella, San Sebastian, Granada, Cordoba, Canary Islands, Seville, Bilbao	**Switzerland** Geneva, Luzern, Zurich, Interlaken, Zermatt, Lugano	**Thailand** Bangkok, Phuket	**Tunisia** Tunis
Turkey Istanbul, Antalya, Trabzon, Bursa, Izmir, Bodrum, Antakya (Hatay)	**United Arab Emirates** Dubai, Abu Dhabi	**United Kingdom** London, Edinburgh, Manchester, Birmingham	**United States** Miami, New York, Los Angeles, Washington