CINPAA | INTERNATIONAL COOPERATIVE FOR TRAINING & CONSULTING

سينبا | التعاونية الدولية للتدريب والاستشارات



Training programme:

Technology Transfer

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

About the programme:

PROGRAM DESCRIPTION: There are many programmes and academic courses on technology transfer, but there are very few practice-oriented conference, such as this conference , which is aimed at professionals, both novice and active. We are in CINPAA proud to offer you this conference" Technology Transfer" concepts and practices to give participants a firm grounding in the advanced skills and knowledge required for a successful Professional. Case study analysis and business simulation form the core of the program content, reinforced by practical tasks such as experiential activities and role plays.

Objectives:

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

a. Map the actors and decision points in a technology transfer process.

b. Assess the technical readiness and intended applications of a technology.

c. Compare licensing and spin-out routes against commercialisation objectives.

d. Prepare the information needed for technology valuation and negotiation.

e. Define milestones for implementation and monitoring of a transfer agreement.

Target audience:

a. Technology transfer officers in research organisations.

b. Innovation and commercialisation managers.

c. Researchers and entrepreneurs evaluating routes to market.

Daily programme:

• Day 1: The technology transfer process and technology identification

a. What technology transfer is and the main stages of the transfer process

b. Actors and decision points from research result to market or public use

c. R&D results as technologies, intellectual property and transferable competencies

d. Methods for identifying and recording technologies with transfer potential

e. Workshop: mapping the actors and decision points of a transfer process in the participant's organisation

f. Day output: technology transfer process map

• Day 2: Technology assessment and routes to market

a. Technology value proposition, business model and evaluation of transfer potential

b. Pathways for capitalising on technologies: licensing, spin-out and other routes

c. Market research and identification of suitable technology transfer partners

d. Assessing technical readiness and drafting a development and commercialisation plan

e. Case study: comparing licensing and spin-out routes for a laboratory technology

f. Day output: route-to-market comparison and commercialisation outline

• Day 3: Intellectual property rights and patents

a. Overview of the intellectual property rights relevant to research organisations

b. Patents: the patent document, patentability requirements and the patenting process

c. Ownership of research results and invention disclosure before any filing

d. Protection choices: patenting, confidentiality and the timing of publication

e. Workshop: reading a patent document and testing an invention against patentability requirements

f. Day output: IP protection checklist for one invention

- **Day 4: Validation, maturation and partner engagement**

a. Validating the technology strategy and the steps of the validation process

b. Bridging the valley of death through technology maturation and proof-of-concept work

c. Locating technology partners and managing the engagement process with them

d. Keys to collaborating with partners during maturation and testing

e. Case study: planning proof-of-concept work with an industry partner

f. Day output: proof-of-concept and partner engagement plan

- **Day 5: Contracts, valuation and negotiation**

a. Overview of technology transfer contracts and their principal clauses

b. Valuation methods: cost, market, revenue and option-based, alongside qualitative methods

c. Preparing a negotiation: due diligence, goals and the key conditions of the deal

d. Conducting the negotiation process and recording the terms agreed

e. Workshop: licence negotiation simulation using prepared valuation data

f. Day output: valuation summary and negotiation brief

- **Day 6: Implementation, spin-outs and monitoring**

a. Technology transfer project management and defining the technology package to transfer

b. Spin-out development, financial requirements of start-ups and venture capital basics

c. Defining milestones for the implementation and monitoring of a transfer agreement

d. Monitoring actions and performance measurement for the technology transfer function

e. Case study: setting milestones and indicators for a signed transfer agreement

f. Day output: implementation and monitoring plan with milestones

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**	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
Barcelona, Spain	13 - 18 Dec 2026
Barcelona, Spain	31 Jan - 05 Feb 2027
London, United Kingdom	02 - 07 May 2027
Cairo, Egypt	01 - 06 Aug 2027
Madrid, Spain	31 Oct - 05 Nov 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

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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