Technology Transfer and Commercialization Training Course

Professional Development Training Course Outline

Category	Research and Data Analysis	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today’s rapidly evolving innovation ecosystem, the ability to transform groundbreaking research into market-ready solutions is crucial for economic growth and competitive advantage. Technology Transfer and Commercialization bridges the gap between academia, research institutions, and industry, enabling innovators to maximize the impact of their intellectual property. Technology Transfer and Commercialization Training Course equips participants with cutting-edge strategies for patent management, licensing, startup incubation, and collaborative partnerships, empowering them to convert technological discoveries into revenue-generating products and services.

The program emphasizes practical, hands-on learning, combining case studies from leading global tech transfer offices with proven frameworks in intellectual property monetization, technology scouting, and venture creation. Participants will gain actionable insights into market validation, stakeholder engagement, and commercialization roadmaps, preparing them to lead innovation-driven initiatives and accelerate technology adoption across industries. By integrating strategic thinking, legal acumen, and entrepreneurial skills, this course ensures participants are fully prepared to navigate the complex landscape of technology commercialization.

Programme Curriculum

Technology Transfer and Commercialization Training Course

Introduction

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5 days

Course Objectives

By the end of this training, participants will be able to:

1. Understand the fundamentals of technology transfer and intellectual property management.
2. Develop strategies for licensing, patent commercialization, and IP monetization.
3. Analyze technology readiness levels (TRL) and evaluate commercial viability.
4. Identify market opportunities through technology scouting and competitive intelligence.
5. Create effective technology commercialization roadmaps.
6. Design sustainable spin-offs, startups, and incubation programs.
7. Apply negotiation strategies and contract management in licensing deals.
8. Implement strategic partnerships and industry-academia collaborations.
9. Leverage venture capital, funding, and investment strategies for commercialization.
10. Utilize innovation management tools and frameworks to accelerate adoption.
11. Conduct market research, customer validation, and go-to-market planning.
12. Integrate digital tools, AI, and emerging technologies in tech transfer processes.
13. Apply real-world case studies and success stories for actionable learning.

Target Audience

1. Technology transfer officers and IP managers
2. Researchers and scientists looking to commercialize innovations
3. Startup founders and entrepreneurs
4. Innovation and R&D managers
5. Business development professionals
6. University incubator and accelerator program managers
7. Venture capitalists and investment analysts
8. Policy makers in innovation and entrepreneurship ecosystems

Course Modules

Module 1: Introduction to Technology Transfer

- Understanding technology transfer ecosystems and stakeholders
- Intellectual property fundamentals: patents, trademarks, and copyrights
- Role of universities and research institutions in commercialization

- Technology readiness levels (TRL) and innovation adoption curves
- **Case Study:** MIT's technology licensing model

Module 2: Intellectual Property Management

- Identifying patentable innovations and IP audits
- IP valuation techniques for commercialization
- Strategic IP portfolio management
- Licensing strategies and royalty negotiations
- **Case Study:** Licensing success of CRISPR technology

Module 3: Market Analysis and Technology Scouting

- Identifying market gaps and unmet needs
- Technology scouting frameworks and competitive intelligence
- Market segmentation and target audience analysis
- Technology benchmarking and trend forecasting
- **Case Study:** Technology scouting for renewable energy solutions

Module 4: Licensing and Commercialization Strategies

- Types of licensing agreements and deal structures
- Negotiation strategies for IP licensing
- Technology spin-offs and startup creation
- Contract management and legal considerations
- **Case Study:** University spin-offs in biotechnology

Module 5: Funding and Investment Strategies

- Funding opportunities for technology commercialization
- Venture capital, angel investors, and government grants
- Valuation metrics for tech startups
- Investor pitch preparation and strategy
- **Case Study:** Venture funding for AI-driven healthcare startups

Module 6: Strategic Partnerships and Collaboration

- Industry-academia collaboration models
- Joint ventures, co-development agreements, and consortiums
- Building networks for technology adoption
- Cross-border technology transfer challenges
- **Case Study:** Collaborative robotics projects between universities and industry

Module 7: Innovation Management and Go-to-Market Planning

- Product development and commercialization roadmap
- Technology marketing and branding strategies
- Risk assessment and mitigation in commercialization
- Customer validation and pilot testing strategies
- **Case Study:** Commercialization of IoT-enabled smart devices

Module 8: Emerging Trends in Technology Transfer

- Role of AI, big data, and digital tools in tech transfer
- Blockchain for IP management and licensing
- Sustainable innovation and green technology commercialization
- Global trends in technology ecosystems and startup acceleration
- **Case Study:** AI-driven technology commercialization platforms

Training Methodology

This course employs a participatory and hands-on approach to ensure practical learning, including:

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

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Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com