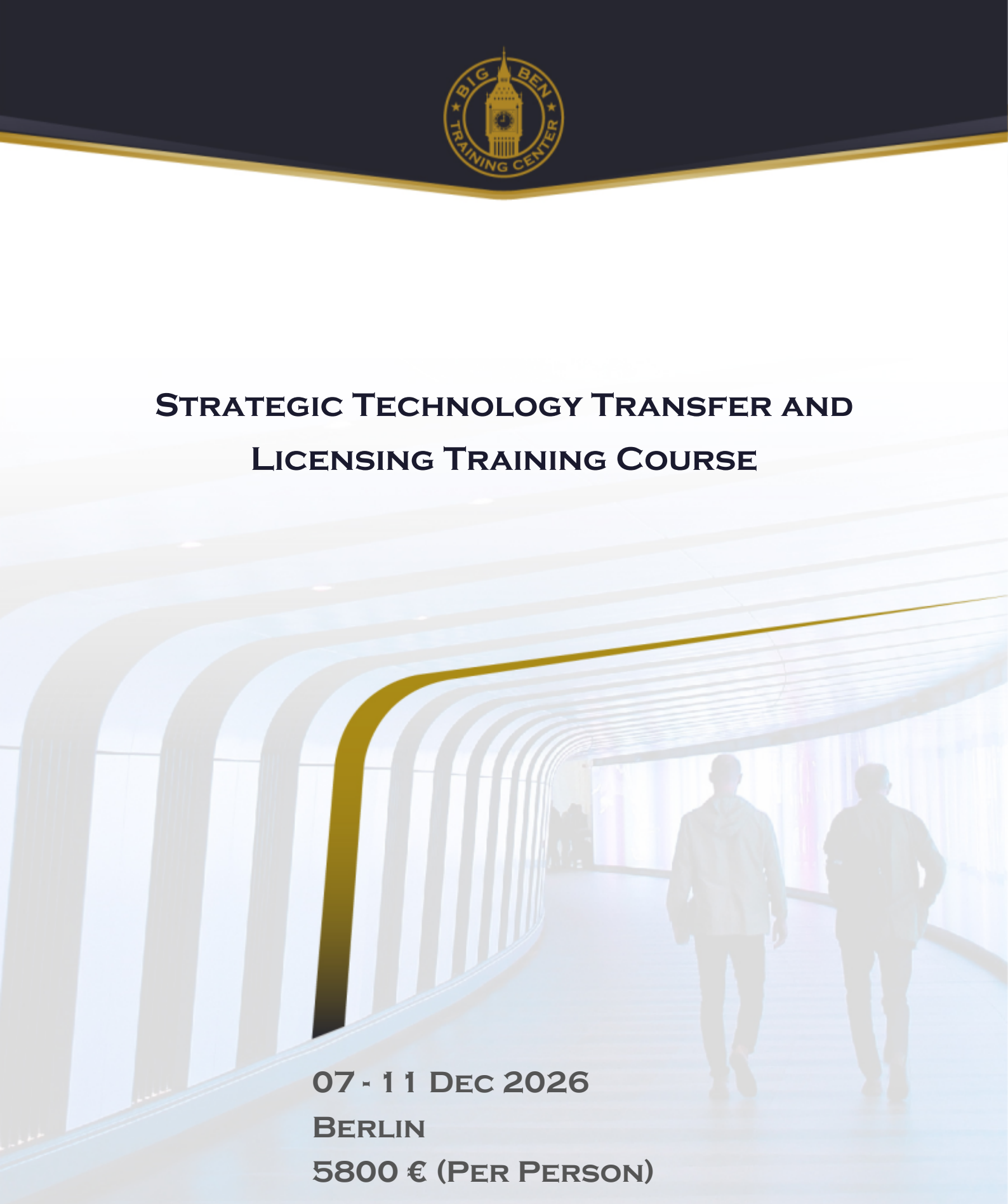
Strategic Technology Transfer and Licensing Training Course



07 - 11 Dec 2026

Berlin

5800 € (Per Person)

Ref: #RD5988_4845

Course Introduction / Overview:

The journey from a lab breakthrough to a commercial product is fraught with complex intellectual property challenges. This training course is designed to provide R&D leaders, business development professionals, and legal experts with the frameworks and practical skills to successfully transfer technology from a research environment to the marketplace. It goes beyond the legal paperwork to focus on the strategic decisions that maximize the value of intellectual assets, including identifying viable technologies, valuing intellectual property, and negotiating favorable licensing agreements. We will explore how to build a portfolio of patentable technologies, navigate the complexities of patent law, and structure a licensing deal that benefits all parties. The curriculum is informed by the foundational work of global academics like Wesley Cohen, whose research on intellectual property rights and innovation has shaped the way organizations think about commercializing their research. This program provides a clear blueprint for turning intellectual assets into a powerful engine for business growth. BIG BEN Training Center is committed to empowering professionals to unlock the value of their R&D investments.

Target Audience / This training course is suitable for:

- R&D directors and managers.
- Business development professionals.
- Intellectual property lawyers.
- Technology transfer officers.
- Innovation managers.
- Strategic planners.
- Licensing professionals.

Target Sectors and Industries:

- Pharmaceutical and biotechnology.
- Technology and software.
- Manufacturing and engineering.
- Academic and university research.
- Venture capital firms.
- Consumer goods.
- Government and public sector R&D departments.

Target Organizations Departments:

- Research and Development (R&D).
- Business development.
- Legal and intellectual property.
- Corporate strategy.
- Innovation and technology.
- Finance.
- Marketing.

Course Offerings:

By the end of this course, the participants will have able to:

- Identify and evaluate technologies for commercialization.
- Develop a strategic intellectual property (IP) portfolio.
- Value intellectual property for licensing.
- Negotiate and draft technology licensing agreements.
- Navigate the legal and regulatory landscape of technology transfer.
- Build and manage relationships with licensees and partners.
- Create a go-to-market plan for licensed technology.
- Structure a successful technology transfer office.

Course Methodology:

This training course uses a highly interactive and case-based methodology to ensure participants gain actionable skills in technology transfer and licensing. The program incorporates detailed case studies of successful and failed technology transfers, from university spin-offs to multi-billion-dollar corporate licensing deals. We will use interactive workshops and negotiation simulations to practice critical skills like valuing a patent portfolio, drafting a licensing term sheet, and resolving a dispute over intellectual property rights. The course includes a hands-on group project where participants will work together to develop a full technology transfer strategy for a fictional innovation. BIG BEN Training Center believes that hands-on training is essential for mastering this complex field. Our expert facilitators will guide discussions and provide personalized feedback, ensuring that participants leave with the confidence and practical experience needed to lead their teams in commercializing their innovations.

Course Agenda (Course Units):

Unit One: Foundations of Technology Transfer

- The technology transfer ecosystem.
- From lab to market: the journey of an invention.
- Understanding intellectual property assets.
- The role of technology transfer offices.
- Building a strategic approach.

Unit Two: Identifying and Valuing IP

- Identifying patentable inventions.
- The valuation of intellectual property.
- Qualitative and quantitative valuation methods.
- Due diligence for technology transfer.
- Creating an IP portfolio strategy.

Unit Three: Licensing and Commercialization

- The components of a licensing agreement.
- Negotiation strategies.
- Structuring a deal for mutual benefit.
- Types of licensing agreements.
- Licensing for different industries.

Unit Four: Legal and Strategic Considerations

- Patent, copyright, and trade secret law.
- Regulatory hurdles and compliance.
- Managing a portfolio of licensing agreements.
- Enforcing intellectual property rights.
- Building and managing a team of IP professionals.

Unit Five: The Future of Technology Commercialization

- The impact of open innovation on licensing.
- Global trends in technology transfer.
- Financing a new venture.
- Developing a personal leadership roadmap.
- The ethical considerations of technology transfer.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

How can technology transfer professional balance the desire to commercialize a groundbreaking innovation with the need to ensure that the technology is used responsibly and ethically by the licensee?

What unique qualities does this course offer compared to other courses?

This training course is a highly specialized program that focuses on the critical, yet often overlooked, process of technology transfer and licensing, which sets it apart from generic intellectual property or business law courses. We go beyond theoretical frameworks to provide a practical, hands-on learning experience through realistic case studies and interactive exercises. Our curriculum is tailored to address the specific needs of R&D and business professionals, providing them with the tools to translate technical expertise into commercial success. The course distinguishes itself by emphasizing not only the legal and financial skills needed to structure a deal but also the strategic and communication skills required to build trust and shared value with partners. By focusing on both the practical and the strategic aspects of technology transfer, this program provides an invaluable skill set that is essential for any professional committed to a more integrated and successful approach to innovation.