R&D Commercialization and Technology Transfer Strategy Training Course



25 - 29 Oct 2026

Dubai

4800 € (Per Person)

Ref: #RD7400_236830

Course Introduction / Overview:

This comprehensive training course provides a strategic roadmap for navigating the complex journey from research and development to successful market commercialization. It addresses the critical challenge of bridging the gap between innovation and profitability, often referred to as the 'valley of death'. Participants will gain a deep understanding of the entire technology transfer lifecycle, from identifying commercially viable research to structuring lucrative deals and managing intellectual property portfolios. The curriculum is grounded in established academic principles, such as the frameworks discussed by Everett Rogers in his seminal work, "Diffusion of Innovations," which explores how new ideas and technologies spread. By integrating theoretical knowledge with practical, real-world applications, this course equips professionals with the necessary skills to evaluate technology, formulate robust commercialization strategies, and negotiate effective licensing and partnership agreements. BIG BEN Training Center has designed this program to be intensely practical, ensuring that attendees can immediately apply their learning to drive innovation, generate revenue streams, and create sustainable competitive advantages for their organizations. This course is the definitive guide for transforming cutting-edge research into tangible market success.

Target Audience / This training course is suitable for:

- Research and Development (R&D) Managers and Directors.
- Technology Transfer Officers and Licensing Professionals.
- Intellectual Property (IP) Managers and Patent Attorneys.
- University Researchers and Principal Investigators.
- Entrepreneurs and Startup Founders.
- Venture Capitalists and Angel Investors.
- Corporate Strategists and Business Development Managers.
- Product Development and Innovation Managers.
- Government Policy Advisors in Science and Technology.
- Incubator and Accelerator Program Managers.

Target Sectors and Industries:

- Pharmaceuticals and Biotechnology.
- Information Technology and Software Development.
- Engineering and Advanced Manufacturing.
- Telecommunications.
- Aerospace and Defense.
- Energy and Clean Technology.
- Medical Devices and Healthcare.
- Chemicals and Materials Science.
- Governmental Research Agencies and National Laboratories.
- Higher Education and University Research Foundations.

Target Organizations Departments:

- Research and Development (R&D).
- Legal and Intellectual Property (IP) Departments.
- Business Development and Corporate Strategy.
- New Product Development and Innovation Units.
- Corporate Venture Capital Arms.
- Technology Licensing Offices (TLOs).
- Strategic Partnerships and Alliances.
- Finance and Investment Analysis.
- Marketing and Commercialization Teams.
- Regulatory Affairs.

Course Offerings:

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

- Develop a comprehensive commercialization roadmap for new technologies.
- Conduct thorough intellectual property due diligence and strategic patent analysis.
- Master various technology valuation methodologies to determine fair market value.
- Identify and evaluate potential licensing partners and commercialization pathways.
- Structure and negotiate effective technology transfer and licensing agreements.
- Formulate go-to-market strategies for innovative products and services.
- Manage the university-industry collaboration process effectively.
- Analyze the legal and regulatory frameworks governing technology transfer.
- Create compelling business cases and investment proposals for R&D projects.
- Mitigate risks associated with intellectual property and commercialization.

Course Methodology:

The training methodology employed in this course is designed for maximum engagement and practical skill acquisition. BIG BEN Training Center believes in an active learning environment where participants move beyond theory to tackle real-world challenges. The program is built upon a foundation of interactive presentations, expert-led discussions, and in-depth analysis of landmark case studies from various industries. Participants will engage in collaborative group workshops to develop commercialization strategies for hypothetical technologies, fostering teamwork and diverse problem-solving approaches. A significant portion of the course is dedicated to hands-on exercises, including technology valuation simulations and role-playing scenarios for negotiating licensing agreements. This experiential approach allows attendees to practice and refine their skills in a supportive and constructive setting. Continuous feedback from the instructor and peers is a core component, ensuring that participants can benchmark their understanding and build confidence. The methodology focuses on transforming knowledge into tangible capabilities that can be immediately implemented in the workplace to drive innovation and commercial success.

Course Agenda (Course Units):

Unit One Foundations of R&D Commercialization and Technology Transfer

- Introduction to the innovation lifecycle from lab to market.
- Understanding the key stakeholders in the technology transfer ecosystem.
- Exploring different models of technology transfer and commercialization.
- The role of Technology Transfer Offices (TTOs) and industry liaison offices.
- Defining commercialization pathways: licensing, spin-offs, and strategic alliances.
- Introduction to Technology Readiness Levels (TRLs) as a management tool.
- Overcoming the 'valley of death' in technology development.

Unit Two Strategic Intellectual Property (IP) Management

- Fundamentals of intellectual property: patents, trademarks, copyrights, and trade secrets.
- Developing a robust IP strategy aligned with business objectives.
- Conducting patent searches and freedom-to-operate (FTO) analysis.
- The patenting process: from invention disclosure to grant.
- Managing an IP portfolio for maximum commercial value.
- Strategies for protecting trade secrets in collaborative research.
- Global IP considerations and international patent filing strategies.

Unit Three Technology Valuation and Market Assessment

- Qualitative and quantitative methods for technology valuation.
- Cost, market, and income-based valuation approaches.
- Conducting market research and competitive landscape analysis.
- Identifying target markets and potential applications for new technologies.
- Developing a compelling value proposition for investors and partners.
- Financial modeling and forecasting for R&D projects.
- Risk assessment in technology valuation and commercialization.

Unit Four Structuring Deals and Negotiation

- Identifying and vetting potential licensees and strategic partners.
- Key elements of a term sheet for technology licensing.
- Structuring licensing agreements: royalties, milestones, and exclusivity.
- Negotiating strategies and tactics for win-win outcomes.
- Understanding joint venture and strategic alliance agreements.
- Legal considerations and due diligence in technology transactions.
- Crafting effective pitch decks and presenting to potential partners.

Unit Five Post-Deal Management and Future Trends

- Managing licensee relationships and ensuring compliance.
- Strategies for launching and managing a successful spin-off company.
- Building and sustaining effective university-industry partnerships.
- Exploring open innovation and corporate venturing models.
- The impact of emerging technologies like AI and blockchain on tech transfer.
- Metrics for success: measuring the impact of commercialization activities.
- Developing a culture of innovation and commercial awareness within an organization.

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 organizations balance the need for open innovation with the imperative to protect proprietary intellectual property in an increasingly collaborative global market?

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

This course distinguishes itself by providing a holistic, 360-degree perspective on the entire commercialization journey, seamlessly integrating the legal, strategic, and financial dimensions of technology transfer. Unlike programs that focus narrowly on either patent law or business development, this curriculum builds a comprehensive skill set, enabling participants to navigate every stage from IP creation to market entry. The emphasis is placed firmly on practical application and strategic decision-making. Through immersive case studies drawn from diverse industries and hands-on negotiation simulations, participants do not just learn the theory; they practice the art of the deal. The content moves beyond standard models to explore contemporary challenges and opportunities, including open innovation paradigms and the management of complex university-industry collaborations. It is designed not just to inform but to transform, equipping attendees with the strategic foresight and practical tools to convert research assets into high-value commercial outcomes. The academic rigor, combined with a relentless focus on real-world applicability, ensures participants leave with actionable strategies rather than just theoretical knowledge.