

## ASPIRE 2016 Schedule Syllabus

### Course Directors:

Manager, Biotech Licensing, Vanderbilt Center for Technology Transfer and Commercialization  
Licensing Officer Vanderbilt Center for Technology Transfer and Commercialization

**Course Description:** Commercialization of basic and applied research has become an increasingly important element of the mission of most US universities and academic medical centers. Commercialization of academic innovations enables the flow of resources to develop new and improved products for public benefit, contributes to local economic growth and creates new high value employment opportunities. The need for scientists to understand the fundamentals of technology protection and commercialization to be competitive for Government, foundation and industry funding is rapidly growing, and is a necessity for entrepreneurial researchers interested in working with technology-based new ventures. For those scientists looking for alternative careers to academia, this course will provide a foundational understanding of commercializing early stage technologies.

- I. Societal impact of technology commercialization
- II. Federal statutes covering ownership and commercialization of university inventions
- III. Intellectual property fundamentals
- IV. The academic technology commercialization process
- V. Translational research and early stage product development
- VI. Entrepreneurship and technology-based new venture creation
- VII. Sources of funding available to academic researchers and entrepreneurs

**Learning Objectives:** At the conclusion of the class, students will be able to differentiate between ideas and inventions, and will be able to apply basic assessment principles to determine commercial feasibility of new innovations. Students will also be familiar with basic corporate and transactional documents, such as balance sheets, cap tables, term sheets and licensing agreements. Students will also be able to identify sources of early stage technology development and be armed with the means to pursue non-traditional funding sources.