

**Workshop**

What Scientists Need to Know About IP and Commercialisation

Level**Basic****Duration****1 day** – 8.30am to 5.00pm. **or ½ day** – morning or afternoon**Program**

A detailed description of the workshop program is below.

Objectives

This workshop has been designed specifically for scientists and students.

It introduces them to intellectual property, and to commercialisation.

Its aim is to remove some of the myths that scientists and students sometimes mistakenly believe about intellectual property and commercialisation.

It aims also, by dispelling these myths, to demonstrate to them that intellectual property and commercialisation does not encumber them or prejudice them in their research and publication objectives, but in fact complements those objectives and helps those objectives being achieved.

It aims as well to persuade them why they should embrace intellectual property and commercialisation and what their role can be.

This workshop can be presented as a one day workshop. A shortened ½ day version is also available.

Customisation

The content of this workshop can be changed and customised to enable specific learning objectives to be achieved.

Presenter

Philip Mendes

Delivery style

Interactive workshop style.

Emphasis on discussion, participants asking questions, contributing their comments, and sharing their experiences.

We find that this interactive workshop style keeps participants alert and achieves a more effective learning and skills building outcome.

Materials

Each participant receives a set of bound workshop materials which will be an ongoing reference resource.

Certificate of Completion

A Certificate of Completion is provided to each participant.

WHAT SCIENTISTS NEED TO KNOW ABOUT IP AND COMMERCIALISATION

8.45	Welcome	
9.00	Why do we consider protecting and commercialising IP?	Why scientists commercialise. The motivation for entrepreneurship in science. The benefits of commercialisation to the community. Economic benefits to the nation, to the institution, and to the scientist.
9.30	Publications as a critical commercialisation strategy	How scientific publications make a critical contribution to the commercialisation objective, and how commercialisation cannot effectively happen without scientific publications. Achieving both publication and commercialisation objectives.
10.00	How scientists create commercialisation opportunities	The role that scientists play in identifying and finding commercial partners. How scientists can be more aware and proactive about the commercialisation opportunities that they have the power to create.
10.30	Morning Tea & Networking	
11.00	How far can a scientist go in making disclosures without a Confidentiality Agreement ?	What is Confidential Information. Why have a Confidentiality Agreement. Common terms of a Confidentiality Agreement. Common traps and pitfalls. Disclosing without a Confidentiality Agreement. Guidelines to help decide how far to disclose without a Confidentiality Agreement.
11.45	What scientists need to know about IP.	An overview of the different types of intellectual property, and what they protect, including: patents, copyright (including software), data protection, designs, trade marks, plant breeders rights, eligible layout rights, and confidential information.
12.30	Lunch & Networking	
1.30	What scientists need to know about the patent process	Patent processes: patentable subject matter, requirements for a patent including novelty, priority date, provisional applications, PCT applications, national phase, opposition and examination.
2.00	How to decide whether patenting is the right strategy	Deciding whether or not to patent. Making informed decisions about whether to commit to the expense of patenting. Is patenting the right way to go?
2.30	What scientists need to know about joint ownership of IP	Joint ownership traps. Joint ownership with research organisation collaborators, students, and industry partners. Implications in each case, and how the scientist can be disadvantaged.
3.00	Afternoon Tea & Networking	
3.30	Commercialisation pathways	How assignment, licensing, and start up companies each work. Essential characteristics of each commercialization pathway. Choosing between these options.
4.00	What Scientists need to know about how New IP is commercially assessed	Criteria for assessing a technology commercialisation candidate. Presentation of an Inventor Disclosure Pro Forma for a hypothetical project. Allocation of participants to small “commercialisation committees”. The factors influencing commercialisation identified. The commercialisation committee assesses the commercial prospects of the hypothetical project, and reaches a decision on whether the project is a candidate for commercialisation effort and resources, and why.
5.00	Close	