

STEM Online Course-2025 - “Technology Transfer Practitioner Essentials”

15 – 29 Apr 2025

Course Agenda

Session Date	Timings	Session structure, title and course modules	Faculty	Session details: duration of lecture, exercise etc.
15-Apr	16:00 - 18:30	Session 1: Technology Prospecting, Invention Disclosure, Evaluation, and Selection		
		Introduction	K. Vijayaraghavan	5 minutes
		Technology Prospecting	K. Vijayaraghavan	45 minutes (case discussion)
		Invention Disclosure, Evaluation and Selection	Richard Cahoon	60 minutes (presentation & discussion)
		Invention disclosure process and assessment	Richard Cahoon	30 minutes (presentation & discussion)
16-Apr	16:30 - 19:00	Session 2: Invention Disclosure, Invention Triage and Selection		
		Invention Triage and Selection	Richard Cahoon	75 minutes (presentation & discussion)
		Invention disclosure Assessment - Class exercise	Richard Cahoon, K. Vijayaraghavan	60 minutes (Class group exercise)
17-Apr	16:00 - 18:30	Session 3: Fundamentals of IP Relevance and Assessment of Convergence to Markets		
		Part 1: Fundamentals of IP Protection	Guest Speaker	60 minutes (presentation & discussion)
		Part 2: Fundamentals of IP Protection: Practical session	Guest Speaker	30 minutes (presentation & discussion)
		Finding the convergence: Technology/IP/market relevance	Richard Cahoon	45 minutes (presentation & discussion)
21-Apr	16:30 - 18:45	Session 4: Models for New Technology Commercialization		
		Part 1: Basic Licensing approaches	Richard Cahoon	90 minutes (presentation & discussion)
		Part 2: Some advanced licensing approaches	K. Vijayaraghavan	45 minutes (presentation & discussion)
22-Apr	16:30 - 18:30	Session 5: Technology Commercialization Strategy & TTO Role		
		Part 1: Role of Technology Transfer office in enhancing technology value	Richard Cahoon	45 minutes (presentation & discussion)
		Part 2: Developing a tech commercialization strategy & plan	Richard Cahoon	60 minutes (Class exercise)
23-Apr	16:30 - 18:30	Session 6: Technology / IP valuation		
		Part 1: Approaches to technology/ IP valuation	Pushpa Vijayaraghavan	120 minutes with 15 minutes break at the discretion of faculty

Session Date	Timings	Session structure, title and course modules	Faculty	Session details: duration of lecture, exercise etc.
24-Apr	15:30 - 18:30	Session 7: License Structure and IP Valuation		
		IP valuation (continued)	Pushpa Vijayaraghavan	90 minutes (case discussion)
		Part 2: Structuring license agreements	K. Vijayaraghavan	60 minutes (presentation & discussion)
25-Apr	16:30 - 18:45	Session 8: Technology Marketing and License Negotiation		
		Technology marketing - Principles and approach	Richard Cahoon	45 minutes (presentation & discussion)
		Term sheet development and evaluation	Richard Cahoon	75 minutes (class exercise)
28-Apr	16:30 - 18:45	Session 9: Start-ups and Spin-outs		
		Part 1: Licensing technologies to start-ups - Basic considerations	Richard Cahoon	60 minutes (presentation & discussion)
		Part 2: Spinouts: Licensing approaches and special issues and enhancing success in Indian context	K. Vijayaraghavan	60 minutes (presentation & discussions)
29-Apr	16:30 - 18:45	Session 10: Technology Acquisition and Marketing		
		Part 1: Technology marketing - Principles and approach (continued)	Richard Cahoon	60 minutes (presentation & discussion)
		Part 2: Technology Acquisition: private sector's perspective	Guest Speaker	60 minutes (presentation & discussion)
		Closing remarks	K. Vijayaraghavan	

* There will be a 10-15 minutes break between each session.

Course Exercises and Pre-reading Material

Date	Session Number	Topic	Type of Exercise	Session Trainer (s)
15 Apr	Session 1	Technology prospecting	Class exercise	K. Vijayaraghavan
16 Apr	Session 2	Invention Disclosure	Class exercise	Richard Cahoon,
21 Apr	Session 5	Technology commercialization strategy & plan	Class exercise	Richard Cahoon
23 Apr	Session 7	IP valuation	Class exercise	Pushpa Vijayaraghavan
24 Apr	Session 8	Term sheet	Class exercise	Richard Cahoon