



AUTM Professional Development Programs

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How to Choose an Exciting Career Path in Technology Transfer

Welcoming remarks will begin at
11:55 a.m. Eastern Time.

The formal presentation will begin at Noon Eastern

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How to Choose an Exciting Career Path in Technology Transfer

Moderator:

Dipanjan Nag, Ph.D., MBA, CLP, RTTP, *IP Shakti, LLC*

Speakers:

Rubayath Mohsen, *Rockefeller University*

Jay W. Schrankler, *University of Minnesota*

August 4, 2015



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Questions?

We will be taking questions at the conclusion of the presentation.



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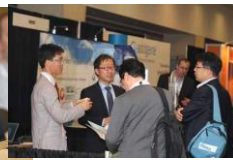
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Advancing Discoveries for a Better World®

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Discounted Pricing

- Professional development courses
- Annual Meeting
- Online courses
- Online job posting
- Membership mailing lists

• Access to AUTM Publications

- *AUTM Better World Report*
- AUTM Salary Survey
- AUTM Technology Transfer Practice Manual
- AUTM Licensing Activity Survey (currently for United States and Canada)
- AUTM Update

Member Benefits



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Member Benefits

In-person and Online Networking

- Special Interest Groups (SIGS)
- Online Discussion Groups
- Volunteer committees
- Partnership Forum at Annual Meeting
- Meetings at national and regional levels

Additional Benefits

- Updates on legislative activity and how it affects you
- Meeting proceedings and presentations
- Member discount on the AUTM Licensing Activity Survey (currently for United States and Canada)
- Access to post data on the [Global Technology Portal](#)



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Dipanjan Nag,
IP Shakti, LLC



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Rubayath Mohsen,
Rockefeller University



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Jay W. Schrankler,
University of Minnesota





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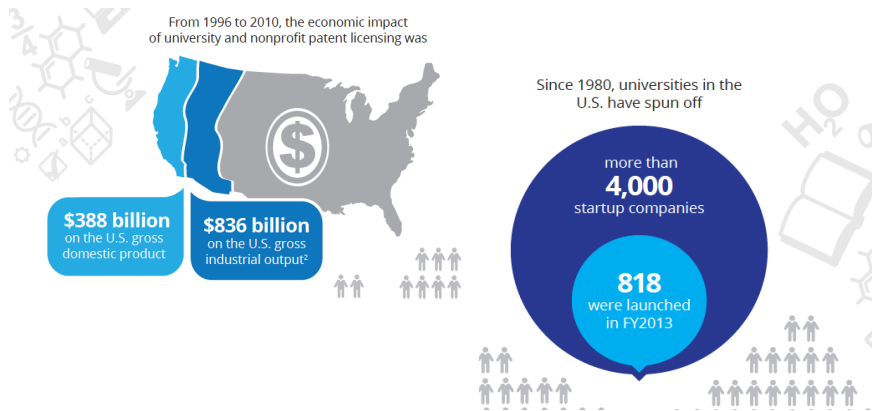
How to Choose an Exciting Career Path in Technology Transfer

Jay Schrankler – Univ. of Minnesota
 Rubayath Mohsen- Rockefeller University
 DJ Nag – IP Shakti

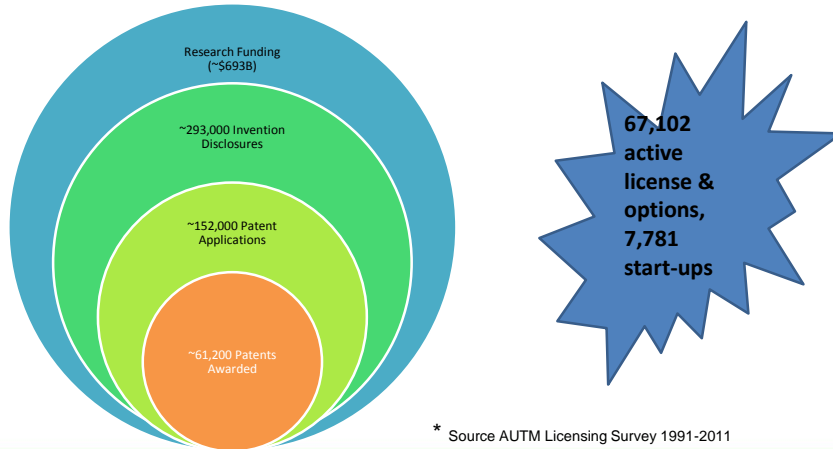


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Technology Transfer in Numbers



Technology Commercialization in Numbers*



Key Roles in Tech Transfer

- Licensing
- Operations
- Legal
 - Contracts
 - Patents
- Marketing
- Sales
- Finance/Accounting
- Compliance
- Research administration
- Startup
- Information tech



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Licensing Positions in Tech Transfer

- Licensing Assistant
- Licensing Associate
- Licensing Manager
- Director of Licensing
- Associate Director
- Director/Executive Director/Associate VP



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Professionals who join tech transfer

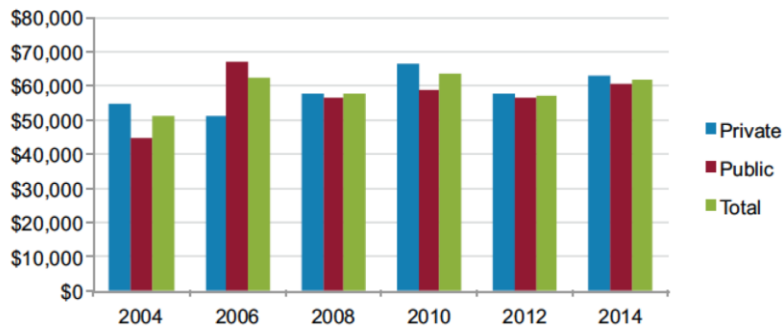
- Scientists
- Business professionals
- Lawyers, patent agents, paralegal
- Industry bus dev/ licensing
- Industrial Researchers
- Management consultants



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Salary in Tech Transfer – Licensing Assistant



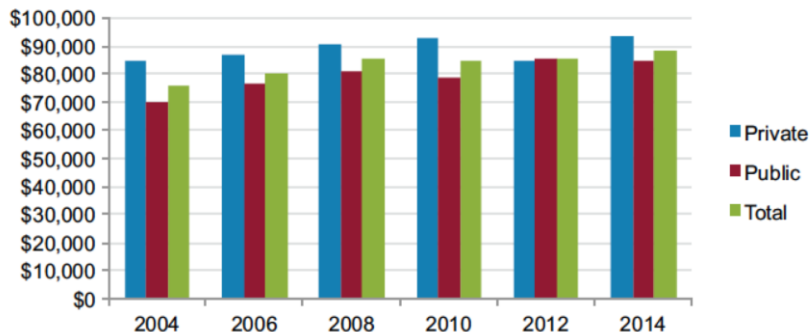
Entry level - Licensing Assistant (0-4 years experience)



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Salary in Tech Transfer – Licensing Associate



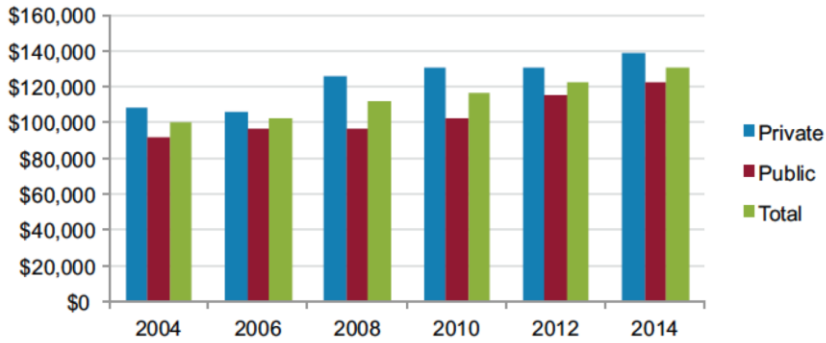
Licensing Associate (2-10 years experience)



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Salary in Tech Transfer – Associate Director



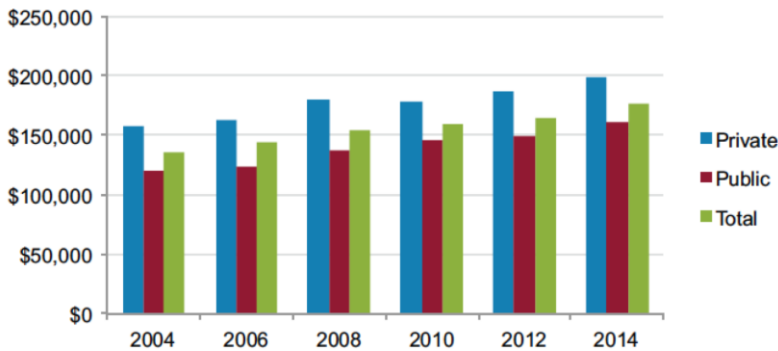
Salary of Associate Director (5-20 years experience)



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Salary in Tech Transfer - Director



Salary of Directors in Technology Transfer (5-30 years experience)



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New-to-the-Profession Insight

Background:

Science/Research – BSc. in Biomedical Engineering

MSc. in Biotechnology

- Why Technology Transfer?



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Importance of Experience

- Internship at Johns Hopkins Tech Transfer
 - Marketing, Mentorship, Journal Clubs, JHTT Events
- Consultant at Columbia Tech Ventures
- Job Search:
Applications, Networking, Guidance



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First Job

- *Technology Transfer Manager* at Rockefeller University
 - Contracts (MTAs), Compliance (iEdison), Marketing
- Future Goals: A lot to learn!
 - Expanding responsibilities to other areas
 - AUTM Webinars/Tech Transfer Events
 - Certifications



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My Mission Driven Career Change to TT

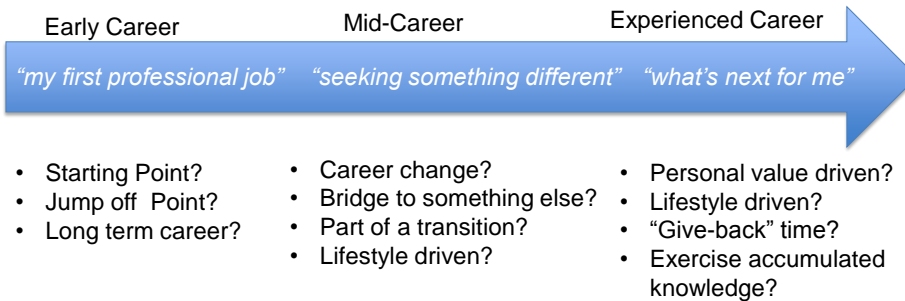
- Educational background-BSEE, MSEE, Harvard Executive Development Program, ULCA Executive Education
- Experience-27 year industrial career-aerospace and automation
- Engineering to management to senior executive (President of \$1.5B Division in Fortune 100)
- Change to TT Driven by strong desire to “make a difference”
 - Apply accumulated knowledge
 - Mission versus profit motive
 - Make a difference for society using my experience



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What does or will your TT career look like?



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Career Development

HOW TO PROGRESS TO THE NEXT STEP?



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Career Development

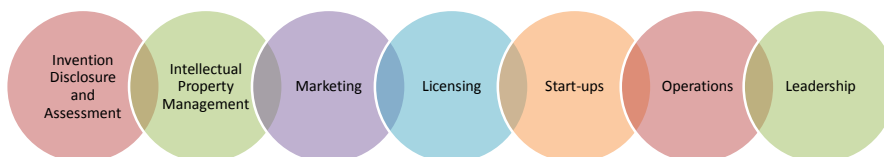
<p>Fundamental</p> <p>Mar. 1, 2013 AUTM Technology Valuation Course</p> <p>Aug. 21, 2013 Negotiation of License Agreements</p> <p>Oct. 23 - 25, 2013 AUTM 2013 Essentials of Academic Technology Transfer Course</p>	<p>Intermediate</p> <p>Feb. 27, 2013 AUTM/LES 2013 CLP Review Course</p> <p>Feb. 27, 2013 AUTM Startup Business Development Course</p> <p>Mar. 1, 2013 AUTM Advanced Marketing Course</p>
<p>Advanced</p> <p>Feb. 27, 2013 AUTM Startup Business Development Course</p> <p>Mar. 1, 2013 AUTM Advanced Marketing Course</p>	<p>Administrative</p> <p>Feb. 27, 2013 AUTM Advanced Technology Operations and Organization Licensing Skills (TOOLS) Course</p> <p>Mar. 13, 2013 Export Control Basics for Administrative & Support Staff</p> <p>Jun. 6, 2013 U.S. Patent Application Process - From Start to Finish</p>



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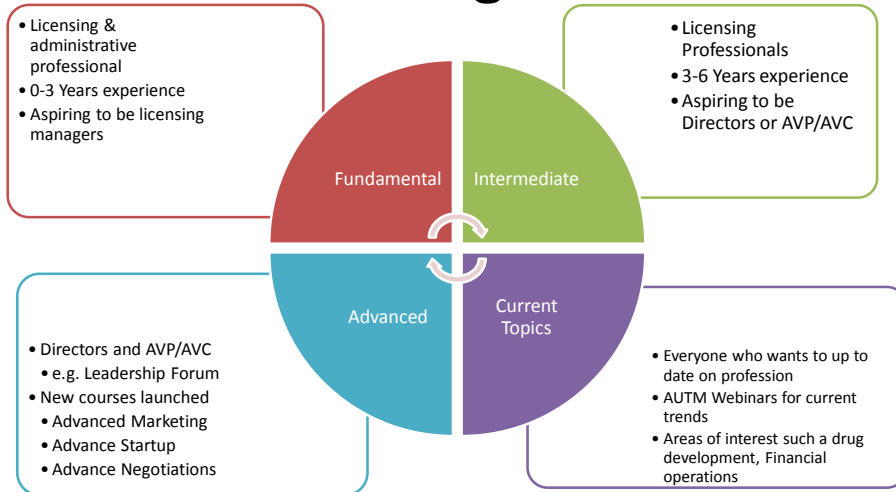
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Courses Offered by AUTM



Functional areas

Career Progression



Professional Designations

There are two professional designations in technology transfer that AUTM supports: CLP and RTP.



<http://www.licensingcertification.org/>



<http://www.attp.info>

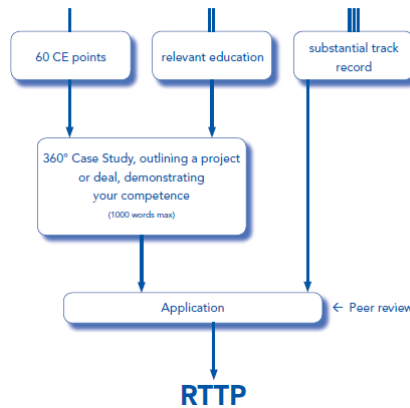


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Professional Designations

Routes to registration



ATTP
alliance of technology transfer professionals



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Professional Designations

CLP
CERTIFIED LICENSING PROFESSIONAL

**Review courses
are offered
throughout the
year.**



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Become an AUTM Member

Be part of the largest global community of professionals supporting and advancing academic technology transfer. With nearly 3,200 members worldwide, AUTM is committed to protecting, licensing and managing academic intellectual property through knowledge sharing, advocacy, networking and communication. As a student member of AUTM, you enjoy a wealth of resources designed to help you advance your career in technology transfer.

AUTM Student membership costs \$50/ year. Almost a no brainer if you are looking to join tech transfer!

Regular membership costs \$285/year, extremely good value.



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Questions? Comments?





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Discussion and Q&A

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Webinar Recordings

Basics of Technology Transfer for Licensing Professionals
 Basic Patenting 101
 Copyright Law and Content/Software Licensing
 Equity Based License Agreements
 Financial Conflicts of Interest
 Marketing: Whether By Traditional or Social Media, the Value
 Need to Know Basics of Technology Transfer for Support Staff
 Negotiation of License Agreements
 Nuts and Bolts for Compliance Under Federal Funding Awards
 The Basics of Open Source Licensing
 Tips for Managing MTAs
 Triage
 Valuation of Inventions and Patents
 (More Added Monthly)

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Register now for AUTM's next webinar

- **Meeting the Challenges of TTO**
- August 12, 2015



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Watch the AUTM Website for upcoming webinars

- **Triage**
- August 18, 2015
- **The How-To's for Improving Technology Transfer Office Legal Expense**
- September 30, 2015





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Type "Association of University Technology Managers" into the search box on Facebook and click "like"



Search groups for AUTM at www.linkedin.com



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AUTM Region Meetings

AUTM Western Region Meeting

Sept. 10 - 11, 2015
Hyatt Regency Calgary
Calgary, Alberta Canada



AUTM Eastern Region Meeting

Aug. 31 – Sept. 1, 2015
Raleigh Marriott City Center
Raleigh, NC USA

Registration Now Open!



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AUTM Courses & Forum

AUTM Partnering Forum (Animal Health & Nutrition Technologies)

Sept. 1 – 2, 2015

Hosted by: Kansas State University and Auburn
Kansas City, MO



AUTM Essentials / TOOLS Course

Oct 5 – 7, 2015

The Westin Seattle
Seattle, WA USA



Save the
Date!



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Committee is seeking proposals and speakers
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AUTM Annual Meeting



AUTM 2016 Annual Meeting

Feb. 14 – 17
San Diego, CA USA



Registration
Open Soon!

