



## **AUTM BURROUGHS WELLCOME FUND CAREER TRANSITION PROGRAM OVERVIEW**

This one-time Program is designed to provide extensive training for those science and engineering students interested in a career in academic technology transfer with the goal of placing them in technology transfer offices.

### **Background**

The Association of University Technology Managers (AUTM) is a non-profit organization comprised of technology transfer professionals with academic, research, business and legal expertise from over 60 countries. We are focused on advancing and supporting academic technology transfer efforts worldwide through education, professional development, advocacy and member services.

AUTM is a robust international non-profit organization that enables the development and commercialization of academic research findings to ensure that innovation resulting from academic research ultimately reaches and benefits the public. Our large member base represents managers of intellectual property from more than 300 universities, research institutions and teaching hospitals internationally, as well as numerous businesses and government organizations.

We offer a variety of tools in formats designed to meet the specific needs of universities involved in the transfer of technology. We help research institutions strategically partner with industry to commercialize emerging inventions and bring innovation into the marketplace, specializing in the technology transfer areas that are vital for success: invention disclosure and assessment, intellectual property management, marketing, licensing, startup company creation, operations and leadership.

Our main goal is to support and advance global academic technology transfer by creating vital networks between technology users and developers, between researchers and manufacturers, and between universities and industry by providing the resources necessary for their success. As technology transfer is the nexus of those relationships, it is imperative to have well-trained technology transfer professionals (ideally with a strong scientific background, like our many Ph.D. students) to help bring our thousands of inventions to life.

With that in mind, AUTM leadership identified an untapped resource to fill the demand for tech transfer professionals in the highly-trained graduate and post-doctoral student population who are striving to find successful employment. As a result, they designed a 10-month fellowship program to introduce qualified candidates to the fundamental knowledge needed to enter and navigate the tech transfer terrain with the overall goal of placing those students in technology transfer offices.

## Mission

The core purpose of AUTM is to advance and support academic technology transfer efforts worldwide through education, advocacy, professional development and member services.

## Vision

### To create a better world by bringing research to life:

AUTM brings research to life by supporting and enhancing the global academic technology transfer profession and is dedicated to the advancement of discoveries that will directly benefit the public.

## Program Description

The AUTM Career Transition Program will **identify**, **train** and **prepare** graduate and post-doctoral students for the transition from bench work to academic technology transfer professionals.

### Identify

AUTM has a far-reaching membership base that represents over 300 institutions, most with graduate and post-doctoral training programs, and we anticipate a higher number of applicants than we are able to accept in the program.

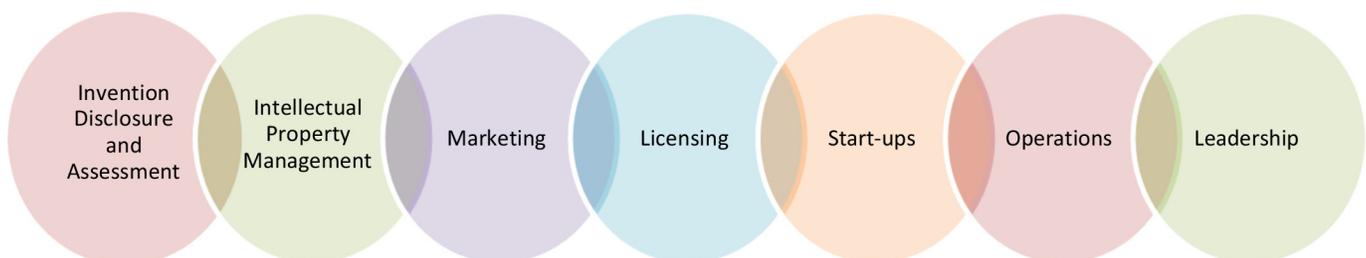
A selection committee has been created and composed of technology transfer professionals who will review the applications, conduct interviews, and recommend up to 9 finalists for the 2016 Technology Transfer Career Transition Program.

### Prepare

Upon selection, each Program student will be assigned an experienced technology transfer mentor who will be available throughout the Program and beyond. In addition to mentoring the student during the Training Program, the mentor will also be an excellent source of job and internship leads for the student over the course of the Program. The Training Program culminates with the 2017 AUTM Annual Meeting in March, where the trained students will be able to interact with hundreds of technology transfer professionals worldwide.

### Train

With over 30 years in professional development experience, AUTM has identified seven fundamental domain areas that all technology transfer professionals must be well versed to be successful, and these topics will be covered through various mechanisms. The program will immerse participants in these seven areas with already developed content four distinct portions.



## Fundamentals of the Program

To start, each student will be provided free access to all four volumes of the 3rd edition of the Technology Transfer Practice Manual (TTPM) as a reference. This highly sought-after resource is written by experienced attorneys, director-level technology transfer experts and well-regarded consultants. It is an invaluable resource for people of all experience levels – beginners to seasoned professionals. The manual has four comprehensive volumes that outline best practices and templates on the following subjects:

- Laws and Regulations
- Managing a Technology Transfer Office
- Managing the Invention Disclosure, Review, and Protection Processes
- Managing Special/Complex Issues

A core syllabus of AUTM's educational Webinars will also be included for students to review. For those interested in additional more specific technology transfer training, the students will have full access to all of AUTM's Webinars, which currently number over 60 sessions. These Webinars cover such topics as How to Choose an Exciting Career Path in Technology Transfer, Basics of Technology Transfer, Invention Disclosures – From Cradle to Licensing, Basic Patenting, Marketing and Negotiation. The Webinars were developed and taught by seasoned professionals and represent the most experienced members AUTM has to offer.

Students are then able to build on their individual knowledge by attending the interactive “TOOLS” (Technology Operations and Organization Licensing Skills) and “Essentials” Courses. The Essentials Course is a two-and-a-half day course designed specifically for those new to the profession. It follows the life cycle of the invention, patenting and licensing process: evaluation of invention disclosures, triage, patenting, intellectual property marketing, valuation, and license negotiation to established companies and startups. The TOOLS course is designed for professionals responsible for the administration of a technology transfer office. Attendees will be allowed to move between the courses depending upon specific session interest. Courses will be held in Baltimore, Maryland on October 3rd-5th, 2016.

The final portion of the Program is the AUTM Annual Meeting on March 12th-15th, 2017 in Florida that attracts over 1,900 people worldwide and is composed of over 60 educational sessions and special interest groups. This is an excellent opportunity to build upon the teachings of the Webinars, TTPM, and the Essentials and TOOLS Courses. Furthermore, the Annual Meeting provides the setting for Program students to interview for technology transfer jobs and to interact with the AUTM Mentoring Committee designed for new professionals. Senior AUTM members will be available to provide resume review sessions both before and during the Annual Meeting. Each Program student will be recognized on stage during the Annual Meeting to provide even further visibility.

Successful graduates of the Program will then become part of an exclusive alumni group and encouraged to act as mentors and leaders for future fellowship cohorts.

The end goal is to complete the transition through placement in a technology transfer office or organization, thus benefiting the individual, office and profession.