



The research commercialisation office of the University of Oxford, previously called **Isis Innovation**, has been renamed **Oxford University Innovation**

All documents and other materials will be updated accordingly. In the meantime the remaining content of this Isis Innovation document is still valid.

URLs beginning [www.isis-innovation.com/](http://www.isis-innovation.com/)... are automatically redirected to our new domain, [www.innovation.ox.ac.uk/](http://www.innovation.ox.ac.uk/)...

Phone numbers and email addresses for individual members of staff are unchanged

Email : [enquiries@innovation.ox.ac.uk](mailto:enquiries@innovation.ox.ac.uk)



# Technology Management Training

## Training in knowledge exchange, technology commercialisation and entrepreneurship

### The Isis Programme

The Isis Innovation training programme is aimed at transferring best practice expertise in the areas of knowledge exchange, technology commercialisation and researcher entrepreneurship.

The programme draws on our experience of technology transfer and commercialisation, having worked with over 100 technology transfer offices throughout the world.

Our courses provide insight and experience for new venture creation, stemming from research, through provision of innovation systems and management of processes.

Courses are open to innovation professionals in the public and private sector, including those in technology transfer offices, researchers, industry R&D professionals and government bodies.



**Structuring Knowledge Transfer**  
Creating a culture of entrepreneurship and innovation

**Intellectual Property**  
Strategy, process and evaluation

**Managing Technology Translation**  
Opportunities, product development, and business models

**Markets and Technology**  
Market research and marketing communications

**Selling Technology**  
Licensing, negotiations and legal structures

**Financing Innovation**  
Raising funds to transfer technology to market

### Short courses

1-2 day courses are delivered either in Oxford or mutually convenient venues, to groups of between 10-25 attendees:

- Project Evaluation and Decision-making
- Product Development Processes and Open Innovation
- Entrepreneurship for Researchers
- Essentials of Technology Transfer
- Commercialisation of Innovative Technologies
- Licensing and Negotiation

### Bespoke courses

For more bespoke training requirements, we offer custom 5-10 day programmes, with a tailored sector focus, and can include hands-on project evaluation and mentoring. A range of specialist courses are also available, including commercialisation of software, healthcare and life science technologies.



## Interactive and engaging delivery

Learning is reinforced through practical application; the Isis Enterprise training programme makes extensive use of group exercises, quizzes, and project work, all aimed at maximising audience participation, encouraging independent decision-making and reinforcing key learning points.

## Our people make the difference

Isis Enterprise experts are drawn from a variety of disciplines within life sciences, physical sciences, engineering and software industries, as well as from the consulting sector. Our trainers have strong scientific and commercial backgrounds backed up by excellent academic credentials and recognise the vital combination of industry knowledge, experience and understanding in delivering value to clients.



## Next steps

Contact us for an initial discussion to review your requirements and desired outcomes. We will look at your organisation and its context and draft an outline suited to your needs.

- [enterprise@isis.ox.ac.uk](mailto:enterprise@isis.ox.ac.uk)
- +44 (0) 1865 280848
- Isis Innovation Ltd, Ewert House, Ewert Place, Summertown, Oxford, OX2 7SG, United Kingdom