OXENTIA

Bringing new ideas to life

Training and Professional Development

Building capacity and unlocking potential

Unlocking potential

At Oxentia we believe that a great idea is only as good as your ability to make it happen. Our training and professional development services help organisations to identify, develop and enable innovation.

We provide bespoke, practical training in technology commercialisation, business engagement and entrepreneurship. Our training is designed to upskill individuals and teams in the fundamentals of innovation management.

Delivered by expert practitioners and informed by the latest up-to-date sector insights, we train early-career professionals and experienced leaders in:

- Evaluating and developing early-stage innovations
- Methods and approaches to technology valuation
- Licensing technologies and creating new ventures
- Managing IP portfolios

- Building relationships and engagement with universities and industry
- Assessing, protecting and commercialising software
- Understanding the key elements of innovation ecosystems
- University enterprise strategy

Who trains with us?

Governments & Innovation agencies

SMEs, Corporates & Foundations

Universities & research institutes

What sets our training apart?

Since 2004 we have trained over 3,000 people in 65 countries. Our training and professional development services include:

Expert practitioners

Our trainers are practitioners. Practicing consultants active in their fields help learners apply new skills ready for real-life situations.

Practical outcomes

Our expert trainers continuously test, improve and update our training materials, creating immersive practical exercises based on real-world situations.

Dedicated support

All our courses are delivered by two or more trainers, ensuring dedicated trainer-trainee coaching and a range of expert perspectives and experiences to draw upon.

Tailored learning

From career level to skills gap, local ecosystems and research impact outcomes, our training programmes are carefully tailored to individuals' learning requirements.

Professional accreditation

Our set training courses are accredited by the Alliance of Technology Transfer Professionals, the global professional body for the Knowledge Exchange and Commercialisation sector. Each course provides Continuing Education training points which can be used in application for professional recognition as a Registered Technology Transfer Professional.

ATTP
ALLIANCE OF TECHNOLOGY
TRANSFER PROFESSIONALS

Training courses

Course length:

15 hours of teaching across 2 days

Booking:

Open enrolment (online) & private (by request)

Technology Transfer: Theory to Practice

Understand and engage with the fundamental aspects of the research commercialisation process.

What will you learn?

- Practical skills to support academics at every stage of the process; from conducting invention disclosures to creating new ventures

- Tools and techniques for identifying high-quality projects

- Marketing and industry engagement strategies

Who should attend?

Early-career professionals working in:

- Knowledge exchange and commercialisation

- Licensing and ventures

- Innovation management

- Research services

Building University-Industry Relationships

Develop practical strategies for building effective engagement between academics, business and industry.

What will you learn?

- How to identify and understand the key elements of your innovation ecosystem

- Prioritising innovations and accounting for technology push and market pull

- Developing compelling arguments to create profitable partnerships with industry

Who should attend?

- Industry liaison, business engagement and enterprise teams

- Partnership managers

- Researchers & Principal Investigators

- Impact "champions"

Commercialising Software and Digital Know-how

Create custom strategies for digital intellectual property rights and routes to market.

What will you learn?

- Assessing and protecting software

- Licensing software

- Startup business models

- Market research, pitching and fundraising

Who should attend?

- Knowledge exchange and commercialisation professionals

- Founders and funders of tech startups

- Technology transfer managers

- Managers and facilitators of digital incubators and accelerators

Valuation and Deal-Making

Explore practical approaches, methods and strategies for technology and business valuation.

What will you learn?

- Practical valuation methods and how to apply them

- How to structure inancial terms and licensing deals

- Valuing spinout companies

- Negotiation and deal-making

Who should attend?

- Knowledge exchange and commercialisation teams

- Entrepreneurs and enterprise leaders

- Investors interested in early-stage technology valuation

Bespoke programmes

The majority of the training and professional development programmes we deliver are bespoke; from sector-focused business accelerators to interactive ecosystem mapping workshops, secondments and innovation leadership coaching.

We work closely with you to understand your requirements and design expert-led custom programmes tailored to your needs. Examples of bespoke training programmes we have developed and delivered include:

- **Executive leadership for women**

- **Managing innovation ecosystems in emerging economies**

- **Strategic leadership in pharma medical affairs**

- **Capacity building for early-stage technology entrepreneurs**

- **Establishing successful venture capital ecosystems**

- **Commercialisation support for the aerospace industry**

- **International expansion in the retail sector**

Global networks, expert knowledge

Our in-house trainers cover almost all academic disciplines and business sectors.

This is supplemented by our global network of experts, trainers and delivery partners. Together we have access to an exceptional depth of experience and breadth of sector coverage, allowing us to tailor our training solutions to your requirements.

Meet some of our trainers

Our friendly and approachable training team blend technical and commercial knowledge with exceptional academic credentials and a wealth of hands-on practical experience.

Dr Nathan Pike

- Technology transfer & commercialisation
- Higher education leadership, strategy & change management

Dr Sarah Macnaughton

- Building university-industry relationships
- Innovation strategy
- Technology transfer & commercialisation

Pete Moores

- Strategic business development and market analysis
- Pitch training & business coaching

Holly Ann Baldwin

- Executive Leadership
- Market entry strategy & value proposition
- Commercialising & licensing software

Dr Michael Mbogoro

- Valuation & deal making
- Innovation policy design & strategy
- Assessing innovation management

Dr Sarah Allison

- Technology assessment & IP
- Innovation strategy
- Building engagement between academics & industry

OXENTIA | Training & Professional Development

Training has the power to transform organisations, their performance and their people.

Oxentia provides a range of bespoke, practical training in technology commercialisation, business engagement and entrepreneurship designed to upskill individuals and teams in the fundamentals of innovation management.

Oxentia started life as an operating division of Oxford University Innovation, the technology transfer company of the University of Oxford. Our roots are in Oxford, but our outlook is global – since 2004 we have supported and empowered clients in over 70 countries.

Our clients are as diverse as our work; from universities and governments to inventors and investors, early-career researchers and FTSE 250 R&D teams to charities and investment banks. We help bring new ideas to life.

Find out more at www.oxentia.com

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