OXENTIA

Oxford's Global Innovation Consultancy

Training & professional development

Unlocking potential

We help organisations identify, develop, and enable innovation.

Our training courses, masterclasses, and bespoke programmes bring together knowledge of innovation ecosystems around the world, sourced from the experience of our consultants.

Key subjects of our courses

- Understanding innovation ecosystems
- Innovation strategy
- Technology valuation & licencing
- Venture creation
- IP portfolio management
- Accessing, protecting & commercialising software
- University enterprise strategy.

We train individuals and teams from a range of sectors, including government and non-governmental agencies, higher education, research, and industry.

OXENTIA

Bespoke programmes

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

We work with clients to understand their requirements and design custom programmes tailored to their needs.

Examples of bespoke programmes that we have delivered include:

- Managing innovation ecosystems in emerging economies
- Corporate innovation management
- Capacity-building for early-stage technology entrepreneurs

- Innovation culture and mindset for R&D teams
- Capacity-building for academic researchers
- Mentoring entrepreneurs
- Research communication
- Pitching for investment.

Mentoring

Our bespoke programmes are highly interactive and hands-on. They can combine training with one-off, short-term, or longer-term mentoring support.

Accredited courses

We offer a set of training courses accredited by the
Alliance of Technology Transfer Professionals, the
international body setting global standards for
knowledge exchange and commercialisation.

ATTP
ALLIANCE OF TECHNOLOGY

Length
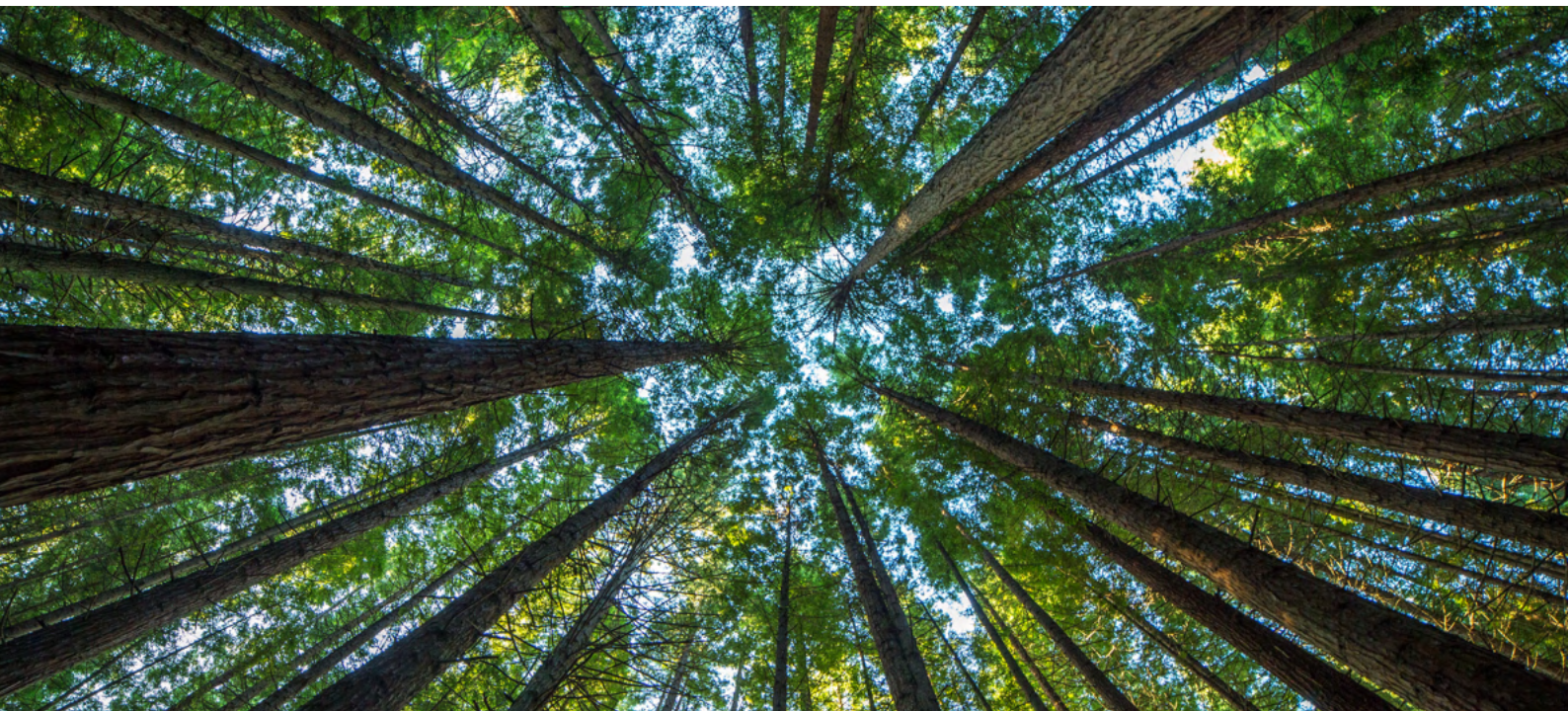15 hours each

Booking
Private on request

Delivery mode
In person, online, or blended

Accreditation
15 formative credits each

Technology transfer: theory to practice
The fundamentals of research commercialisation

Key topics

Practical skills to support academics at every stage of the technology transfer process

Tools and techniques for identifying high-quality projects

Marketing strategies to engage with industry

Valuation & deal-making
Methods and approaches

Key topics

Valuation methods and their application

Licensing deals

Valuing spinout companies

Negotiation and deal-making

Courses available in English & other languages

Building university-industry relationships
Strategies for engagement between academics and industry

Key topics

Identifying and understanding the key elements of your innovation ecosystem

Prioritising innovation and accounting for technology push and market pull

Developing profitable partnerships with industry

IP and market strategy
Fundamental skills for market positioning

Key topics

Intellectual property rights

IP landscaping

Market research and strategy

Freedom to operate

Validation, deal-making, and partnerships

Coming soon

Social Science commercialisation
Supporting university venture creation

Key topics

Science vs Social Science commercialisation: differences and synergies

Commercialising services

Measuring impact

Protecting processes and methods

Commercialising software and digital know-how
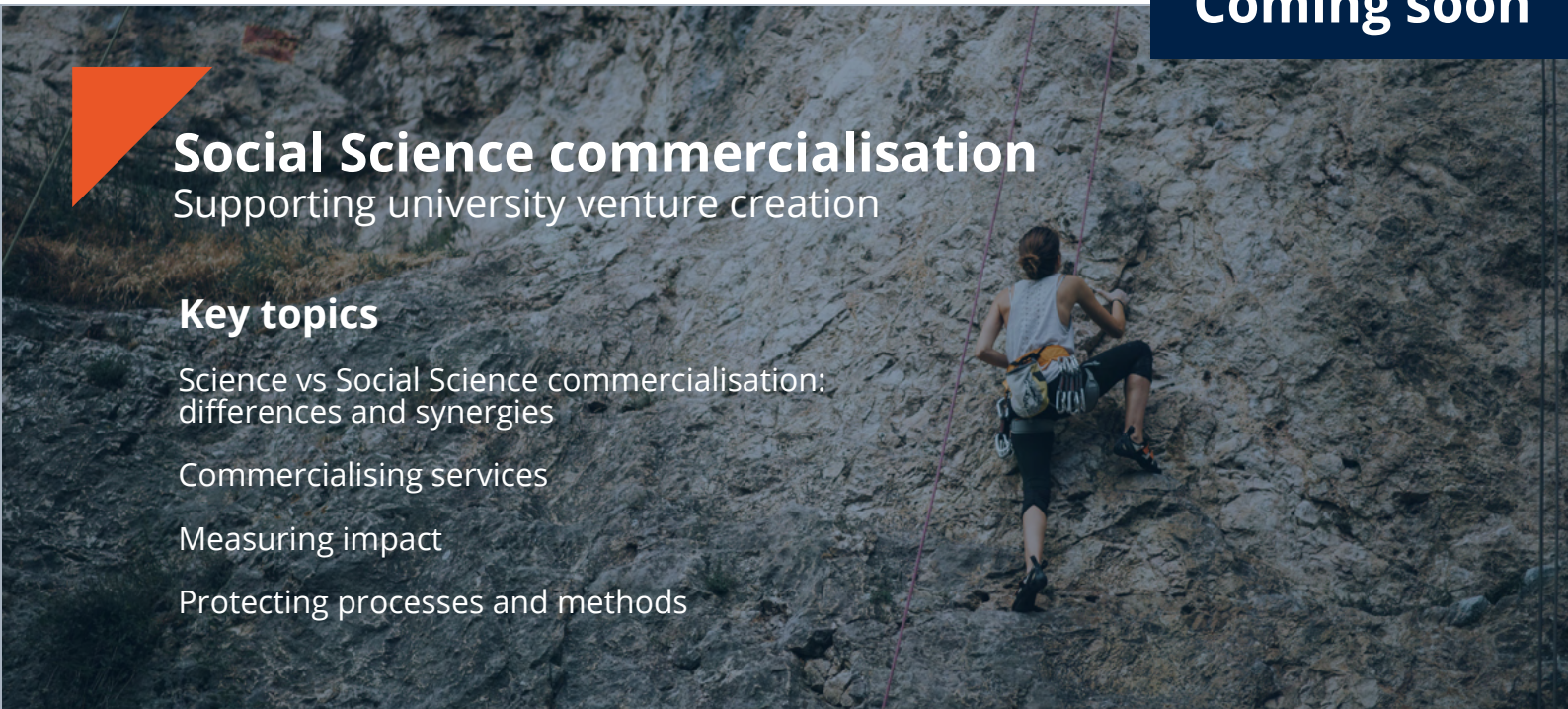## Strategy for digital IP rights

Key topics

Assessing and protecting software

Licensing software

Digital startup business models

Market research, pitching, and fundraising for digital projects

Oxentia Venture Build

We have designed a modular programme that provides end-to-end support for academic researchers wishing to deliver impact through venture creation.

The Oxentia Venture Build takes participants from business idea formulation through to business planning and acceleration.
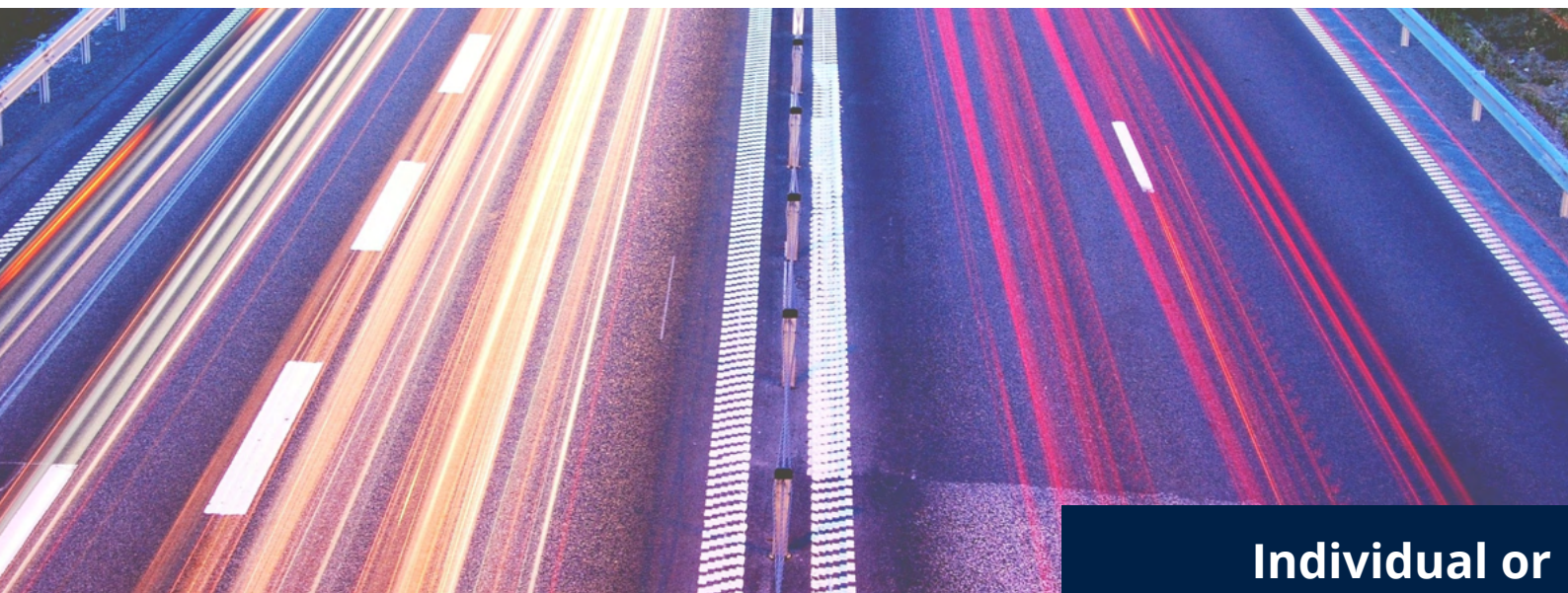
Individual or combined modules

The programme is composed of three modules:

Explore
A half-day workshop to discover the value of entrepreneurship as a mindset to deliver impact from academic research.

Advance
A 6-week pre-accelerator programme taking ideas from inception through to validation and business modelling.

Accelerate
A 12-month programme where high-potential innovations are selected and developed to venture launch.

Empowering women leaders & innovators

As part of our mission to enable innovation, we support female innovators across the world through training and mentoring.

Building on our experience, we have developed a programme to empower women as leaders and innovators to drive impact in their organisations and beyond. The programme develops participants' assertiveness and communication skills, and deepens their understanding of key senior management decision areas.
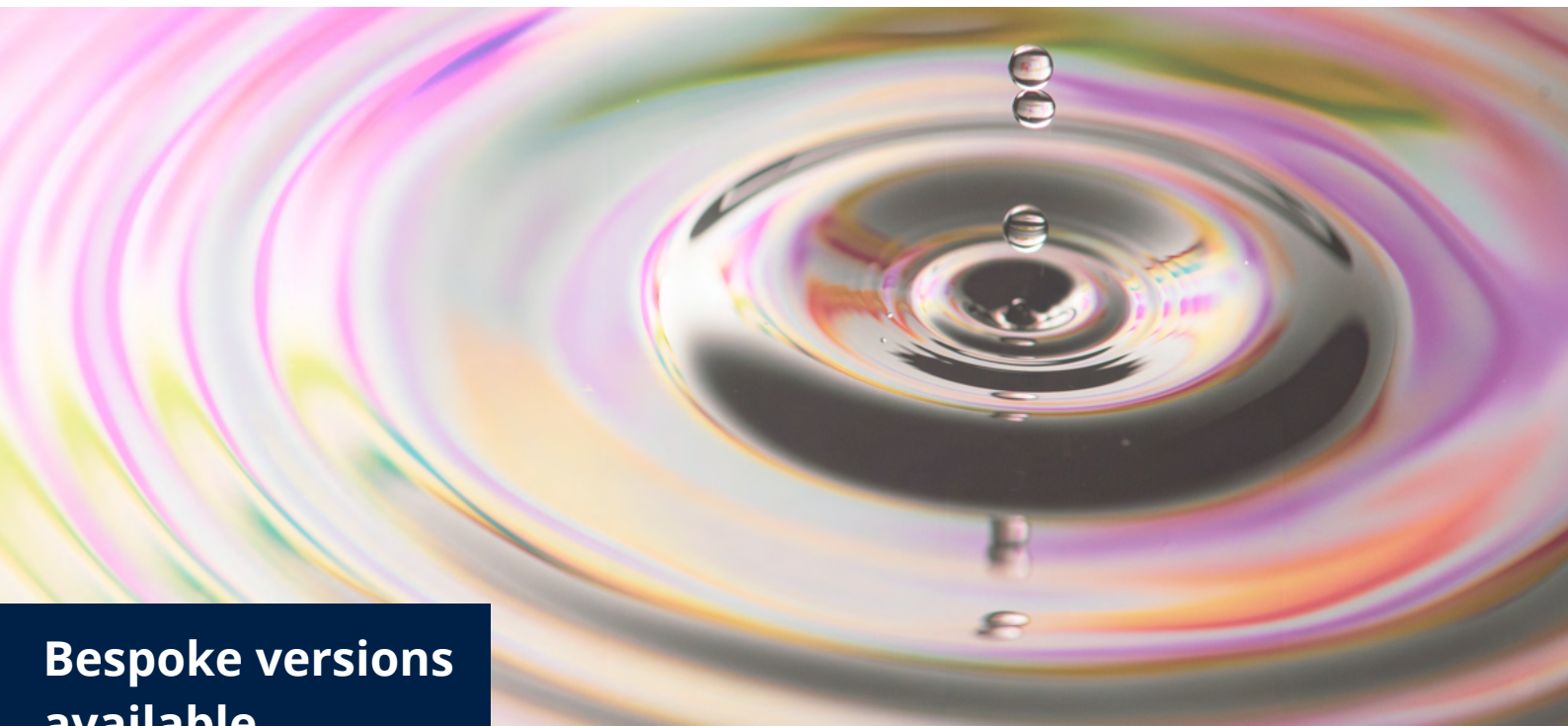
Bespoke versions available

Key topics

Women as leaders and innovators
Setting a strategic direction
Executive presence for women
Corporate entrepreneurship and innovation
Enabling change

Read a recent case study here

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Innovation Consultancy

Contact us today

Dr Irene Dal Poz
Training Manager

irenedalpoz@oxentia.com
+44 (0) 7384119653

Dr Nathan Pike
Head of Training

nathan.pike@oxentia.com
+44 (0) 7584 286871

www.oxentia.com