Innovation Capitalized: Harnessing Licensing, Technology Transfer, and Product Expansion for Success

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Overview

Licensing and technology transfer of intellectual property (IP) stand as pivotal components in the modern innovation ecosystem, offering a pathway for ideas and inventions to move beyond their origins and into the market. This dynamic process involves the legal and strategic management of intellectual property rights, ensuring that innovations can be shared, developed, and commercialized effectively while protecting the interests of the original creators. The concept of licensing is central to this process. It allows IP owners to grant rights to third parties to use, modify, manufacture, or sell their innovations under agreed terms. This not only generates revenue for the IP holder but also accelerates the diffusion of technology across different sectors and geographies, fostering wider economic and social benefits. Technology transfer, on the other hand, is a broader concept encompassing not just the licensing of IP, but also the sharing of skills, knowledge, and methodologies necessary to implement and utilize these technologies effectively. It plays a crucial role in translating research and development into practical, usable technologies. This process is integral in sectors like pharmaceuticals, information technology, engineering, and renewable energy, where advancements can have significant impacts. The intricate interaction of licensing and technology transfer requires a delicate balance between encouraging innovation, protecting IP rights, and ensuring public access to new technologies. Mastery in this field involves understanding legal frameworks, negotiation skills, market analysis, and strategic planning, all aimed at maximizing the potential of intellectual property to drive progress and development.

Course Objectives:

a. Imparting knowledge on technology transfer from research labs to market and the economics involved therein.
b. Understanding different types of licensing, intellectual property rights, and how to structure agreements.
c. Understanding market analysis, business model development, and strategies for attracting investment or partners.
d. Understanding compliance with laws and regulations, protecting intellectual property rights, and the societal impact of technology commercialization.
e. Learning how to effectively communicate with researchers, industry partners, investors, and other stakeholders in the technology transfer ecosystem.

Course participants will learn these topics through lectures and tutorials. Also, case studies and assignments will be shared to stimulate imagination and develop strategizing & business acumen.

Course Duration & Venue	**August 25-29, 2025 (5 days, 12 hours of lectures and 10 hours of tutorials)** **Venue: Panjab University, Chandigarh** **The number of participants for the course will be limited to forty and applicants will be selected on merit and first come first serve basis.**
Modules	1. The Fundamentals of Technology Transfer in Drug Development 2. Strategies for Successful Commercialization 3. Drawing a Licensing Agreement 4. Market Analysis for Technology Transfer 5. Intellectual Property Management and Commercialization 6. Regulatory Considerations in Technology Transfer 7. Financing and Funding Strategies for Commercialization 8. Case Studies in Pharmaceutical Technology Transfer 9. Collaborations and Partnerships in Technology Commercialization 10. Emerging Trends in Technology Transfer and Commercialization 11. Tutorial 1: Developing a Commercialization Plan 12. Tutorial 2: Valuation and Pricing Strategies for Technologies 13. Tutorial 3: Negotiating Licensing Agreements 14. Tutorial 4: Assessing Market Readiness and Commercial Potential 15. Tutorial 5: Intellectual Property Strategy and Portfolio Management
You Should Attend If…	▪ Academic researchers, scientists, technology transfer professionals, startups & entrepreneurs, biotech & pharmaceutical industry professionals, investors and venture capitalists, healthcare practitioners, representatives from government agencies and regulatory bodies, and individuals involved in shaping policies related to intellectual property, research funding & commercialization strategies. ▪ Students at all levels (B. Pharm./M. Pharm./ BTech/ MTech /B.Sc./MSc/ /PhD) or Faculty from academic and technical institutions.
Fees	The participation fees for taking the course are as follows: **Representatives from Industry/ Research Organizations: INR 3,000** **Faculty Academic Institutions: INR 2,000** **Students: INR 1,000** The above fee includes all instructional materials, tutorials and assignments, laboratory equipment usage charges, and an internet facility. The participants will be provided with accommodation on a payment and first come first serve basis. **Note:** There is no central registration on the GIAN portal (gian.iith.ac.in); registration will be managed directly by the hosting institute.
Payment Details	Bank Account Details for Fee Payment: Name: Local Coordinator GIAN (Prof. Gurjaspreet Singh) SBI Account No. 41435937793 IFSC: SBIN0000742 Branch- Sector-14, Panjab University Chandigarh

The Faculty

Prof. Sanjay Garg is a faculty at UniSA: Clinical and Health Sciences, University of South Australia and the Director, Centre for Pharmaceutical Innovation (CPI) and Pharmaceutical Innovation and Development Group (PIDG). As a pharmaceutical scientist with a strong passion for research and expertise in translational drug development and delivery, he has made significant contributions to the research culture and environment of his organization. His interdisciplinary research is guided by the principles of innovation, engagement, translation, and impact. At the University of South Australia, he lead a team of 15 researchers focusing on the development of novel anticancer drug delivery systems, antibacterial compounds and formulations for superbugs, nanomedicine, wound healing and veterinary formulations. Together with his research team, he has published 268 peer-reviewed papers, secured 100 patents and authored 24 book chapters. Additionally, he has edited five books and completed technology transfers for 14 products. These outputs have contributed to his h-index of 63, according to Google Scholar and 50 on Scopus.

Professor Indu Pal Kaur is Professor of Pharmaceutics, UIPS; the DPIIT-IPR Chair Professor, Panjab University (PU). Her research forte is enhancing bioperformance of drugs, plant extracts/phytochemicals and biomolecules viz. siRNA, proteins, peptides, and probiotics using active-tailored solid lipid nanoparticles (SLNs), nano vesicles, and electrospun scaffolds as novel platform nanotechnologies. Emphasis of her work lies on Industrial and clinical translation and is reflected through licensing of 4 of her technologies to Pharmaceutical, Biotechnology and Dermaceutical Industry and 21 granted patents (including one US) out of 35 filed applications. She has to her credit 175 peer-reviewed papers, edited 8 books and authored 27 book chapters. These outputs have contributed to her h-index of 56, according to Google Scholar.

Patron

Prof. Renu Vig
Vice-Chancellor, Panjab University

Local Coordinator GIAN PU

Prof. Gurjaspreet Singh
Department of Chemistry, PU

Course Coordinator

Prof. Indu Pal Kaur
DPIIT IPR Chair Professor, PU and
Professor of Pharmaceutics, UIPS, PU
Phone: +91 98551 66532
E-mail: profindupalkaur@gmail.com

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To register Click here: https://forms.gle/xj69WPnP9r9oCiNr6

Registration Fee Payment Details:
Bank Account Details for Fee Payment:
Name: Local Coordinator GIAN (Prof. Gurjaspreet Singh)
SBI Account No. 41435937793
IFSC: SBIN0000742
Branch- Sector-14, Panjab University Chandigarh