

# Face-to-Face with Intellectual Property and Commercialization Issues

This symposium presented at the New York national meeting in September 2003 focused on five critical areas regarding the protection and commercialization of intellectual property. It fills an educational void not currently available on college or university campuses, at government laboratories or private R&D facilities.

Presenters: Abstracts and presentations

- ❖ [Dr. Sadiq Shah: Intellectual Property Protection and Transfer: The What, The Why and How](#)
- ❖ [Dr. Brooks Keel: Establishing Productive University/Industry Relationships: Transferring Technology While Protecting Academic Freedom](#)
- ❖ [Dr. Susan Poulter: Keeping Your Eye on the Ball: Avoiding Conflicts of Interest and Ownership Dispute](#)
- ❖ [Dr. Spencer Lemons: Commercialization: Can a Graduate Student Do It?](#)
- ❖ [Dr. Brad Walters: Angel Investors and Venture Capital](#)

The symposium was sponsored by the Division of Chemistry and the Law and co-sponsored by the Division of Small Chemical Businesses, the Committee on Economic and Professional Affairs, the Committee on Professional Training, and the Society Committee on Education. It was organized by the Office of Graduate Education and the Department of Career Services.

# Intellectual Property Protection and Transfer: The What, The Why and How

**Sadiq Shah, Ph.D.**, Director, Office of Technology Transfer, Western Illinois University

What is technology and why transfer it to the private sector? Before transferring the technology why do I need to protect it by legal means? What are the intellectual property protection options, and how do I implement them? What are the implications of releasing information to the public domain? What are the critical steps of the technology transfer process?

**Presentation:** [Intellectual Property Protection and Transfer: The What, The Why and How](#) (large file may take a few minutes to open)

# Establishing Productive University/Industry Relationships: Transferring Technology While Protecting Academic Freedom

**Brooks Keel, Ph.D.**, Associate Vice President for Research, Florida State University

Technology transfer to the private sector requires a partnership; it may go through a collaborative research agreement or a direct licensing of the rights to a third party to practice the technology. How does it affect the university researchers rights to publish and disseminate knowledge?

**Presentation:** [Establishing Productive University/Industry Relationships: Transferring Technology While Protecting Academic Freedom](#) (large file may take a few minutes to open)

# Keeping Your Eye on the Ball: Avoiding Conflicts of Interest and Ownership Disputes

**Susan Poulter, Ph.D., JD**, Professor of Law, S. J. Quincy College of Law, University of Utah, Salt Lake City

Transferring technology to the private sector to improve the quality of life is a noble goal. The federal laws and the university policies not only require this technology transfer but they also allow financial rewards to inventors and the university. However, determining ownership of intellectual property development in the university is not always a simple matter. Moreover, pursuit of personal interests through intellectual property rights is fraught with potential conflicts of interest and commitment. Graduate students, postdoctoral researchers and faculty needs to be aware of the pitfalls as well as the potential benefits of intellectual property development in the university.

**Presentation:** [Keeping Your Eye on the Ball: Avoiding Conflicts of Interest and Ownership Disputes](#) (large file)

# Commercialization: Can a Graduate Student Do it?

**Spencer Lemons, Ph.D.**, Director, Office of Technology Asset Management, Wake Forest University, Winston-Salem, NC

How do you raise money and support the growth of a startup business based on the technology licensed from a university? It requires a road map that is generally referred to as the Business Plan. What is a business plan? What do you use it for? What are the various aspects of the business plan?

**Presentation:** [Commercialization: Can a Graduate Student Do It?](#) (large file may take a few minutes to open)

# Angel Investors and Venture Capital

**Brad Walters, M.D., Ph.D., M.B.A.**, Principal, Academy Funds, Winston-Salem, NC

So now you want to use your business plan to raise money. What do Angel Investors and the Venture Capitalists look for in your business plan, your technology and in your company? How do you pitch your pitch to these investors?

**Presentation:** [Angel Investors and Venture Capital](#) (large file may take a few minutes to open)