



RESEARCHERS' PROGRAMME

A course for researchers with good business ideas

Are you sitting on a potential business idea? Perhaps you already have technical results that could be a potential business?

Take the opportunity to participate in the Researchers' Programme, a course that, in a quick and concrete way, provides you with knowledge of how to commercialise your research.

The Researchers' Programme, focusing on **Life Science**, is aimed at doctoral candidates or researchers.

The aim of the Researchers' Programme is to promote entrepreneurship and increase interest in research leading to new products and services. Thanks to the Researchers' Programme, you will learn about how to protect your ideas in the best way, how to know if an idea can be developed into good business and what is required from a researcher wishing to start a company.

The course consists of three sections over three half-days:



1. Patents

How can you protect your idea? What does it cost and when should you start work on a patent?

2. Identifying a business idea

How do you know if an idea has commercialisation potential?

3. The researcher's role

What is required from a researcher wanting to start a company? What different roles can you take in a company?

Sound interesting? Then register now! Requests for further information and registration should be sent to Victoria Rydengård, victoria.rydengard@medeon.se tel. +46 (0)733-22 13. You will also find more information at www.medeon.se under Medeon Incubator, Medeon Science Park in Malmö.

We hope you find this information useful!



COURSE CONTENT

Part 1: Patents

During the first part of the Researchers' Programme, various protection strategies, with a focus on patents, will be dealt with. When should you take out a patent, how much does it cost and what legal consequences does a patent have? We will also deal with other types of protection when a patent is not possible or has been rejected for other reasons. After having participated in this section, participants will have an understanding of the protection strategy that suits their idea and what having a patent would involve. Should you publish your results or take out a patent, or can these two things be combined?

Part 2: Identifying a business idea

During the second part of the Researchers' Programme, we will deal with the process that transforms technical results into commercial values. During the second part of the course, you will be given practical tools to convert your own research results into a product or service. You will learn to formulate your ideas so that the customer benefit and value offer are clear. This is hugely helpful, including when looking for financing, public or private, to commercialise your idea. The ability to outline customer benefit, values and uniqueness is required for all applications and financial grants.

But how do you know what others see as the customer benefits of your research results? Participation in this element of the Researchers' Programme will allow you to "Identify the business idea", with the focus on understanding the benefits and implications resulting from your research results.

Part 3: The researcher's role

We have already identified the customer benefit of your research and potential protection strategies for it, but now you must ask yourself the question: do I want to start a company based on my idea? What will this mean for me as a researcher/innovator, where is help available and where can money for financing be obtained? These are all questions answered during the last part of the Researchers' Programme: The researcher's role. During this final course element, you will also get the chance to meet a researcher who has previously made this journey and is now working in completely different ways with their idea.

The three sections of the training are given in English if English-speaking participants are taking part, otherwise in Swedish. The course will be held at Medeon Incubator, Medeon Science Park in Malmö.