



Technology Transfer: Making the Most of Your Intellectual Property

Neil F. Sullivan

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Scientists in the laboratory often fail to take advantage of the commercial exploitation of their research. This is frequently because they simply do not know what to do. Technology Transfer is a careful account of how to start the process of commercialisation of technology, and describes in detail the difficulties, and amount of time needed, to carry the process through to a successful conclusion. This book provides a much needed step by step guide to the commercialisation of research. It addresses three major themes: how to protect your intellectual property, how to develop it commercially via licensing and business 'start up', and how to finance and manage your new company. This book is essential reading for any research scientist whose work has commercial applications.



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