

The impact of my research:

Scaleup your results



UNIVERSITÀ
DEGLI STUDI
DI PADOVA

The course follows the first module, Bridging Knowledge to People Needs, and represents its continuation. The course provides researchers with practical tools to transform their research results into real-world products and services, addressing all key steps of the valorization and technology transfer process. It also covers how to estimate financial needs and engage with investors. Through multidisciplinary, cross-sector teamwork, students simulate technology transfer processes and apply lessons individually to their own research, culminating in a final pitch to unveil its innovation potential.

The course consists in three modules:

1. The #whateverittakes approach (4 hours)

This module includes the kick-off meeting, the learning agreement, the definition of the teams and the exploration of the Technology Transfer process to guide the students in understanding whatever it takes to design a successful business model starting from their research results, including a context analysis, how to deliver a Unique Value Proposition to the target segments, the key activities and resources needed and the strategic partnership to be established. The module includes also a basic understanding on how the numbers of a company are built and how to read financial statements (home assignment: design a business model starting from your research results and draft the numbers to start a business on them – 3 hours).



NOVEMBER 18th · from 2pm to 5:30pm · Room H8 (Engineering Hub)
Via Tommaseo, 59 – 35131 Padova PD

2. People lie. Numbers don't (4 hours)

This module includes a basic understanding of how to use the financials to estimate the needs to startup a business and pitch it to investors (home assignment: develop an elevator pitch presenting the Value Proposition, the milestones ahead, the resources needed and the economic value that could be generated for an investor – 3 hours).



NOVEMBER 25th · from 2pm to 5:30pm · Room H8 (Engineering Hub)
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3. Get in the ring (4 hours)

A pitch session will be held with TT experts and investors



DECEMBER 2nd · from 2pm to 5:30pm · Room H8 (Engineering Hub)
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