

Who is it for?

This course brings together early-career researchers (PGR and postdoctoral) from a wide variety of backgrounds, including physics, computer sciences, engineering, energy, chemistry and earth sciences. It's aimed at researchers with an interest in:

- Exploring the commercial possibilities of a research idea and how your research might attract industrial funding or be used in setting up a spin-out company
- Knowledge exchange, research impact and winning funding for academic career progression
- Future employment in industry
- Collaboration with researchers from other disciplines



What will we be doing?

The course is a mixture of practical activities and case studies as well as talks from experts and entrepreneurs with inspiring stories and first hand experience of bringing exciting ideas to life. Our speakers will share their knowledge of:

- Creative thinking and what being enterprising means to them
- Business planning and different models of research commercialisation (including spin-outs and licensing)
- How to cost projects and manage finance in a new venture
- Protecting your ideas and intellectual property
- Compelling and convincing communication, that helps you to bring others on board and win funding
- How to inspire and motivate others - the skills needed to build strong working relationships, whether you see yourself as working in business or building a research group
- Sources of support, advice and funding
- Resilience and how to deal with set-backs
- Networking – how to make this fun, useful and interesting, rather than something you dread!

Tutor and guests



Alison Gray, Founder and Director of Skillfluence

Director of Skillfluence, Alison Gray is a training designer, facilitator, speaker and coach specialising in the business skills and professional attributes of successful scientists and technical specialists. While living in the San Francisco Bay area Alison studied cutting edge Training Design at UC Berkeley, Collaborative Leadership at the American Management Association and Lean Startup methodology at

Stanford University. The Skillfluence mission is to do our part to advance scientific discovery and the commercialisation of research. We do this by creating and delivering training and development programmes that equip scientists and researchers with essential entrepreneurial and professional skills.

Other speakers and guests include patent attorneys, venture capitalists, entrepreneurs and academic staff involved in spin-outs and other forms of commercialisation.

Venue, travel and accommodation

The course is free and takes place at The University of Glasgow. For anyone coming from outside of Glasgow, you will need to organize your own accommodation and claim back costs via your own institution or research pool. The [Argyll Hotel and Guest House](#) is close by and people have stayed there in previous years. To reach the University of Glasgow from Queen Street Station, you can take the Underground to Kelvinbridge Station (about 10min) and from there it's a 10min walk to the Sir Charles Wilson Building. You should claim back travel expenses from your home institution or research pool. Please arrive no later than 10.30am on day one. We will finish by 4.30pm on day two. We will provide dinner on the evening of 10 June.

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What have previous participants said about the course?

it helped me
focus on my
future

gave me vital
information to
start my own
company..

motivated me
seeing people
taking a chance
and starting a
company

The best thing
was hearing
from PhD grad
not working in
academia

I will probably
engage more in
being an
enterprising
academic

I'm better
informed and
more confident
about pursuing
my options

it dispelled my
view of 'to be
enterprising you
need to start a
business'.

varied talks at
careers evening
were encouraging
and inspiring.

Good to learn
about different
approaches to
entrepreneurship