



Programme duration: 20th October 2022 – 2nd December 2022

| TIME | SESSIONS |
|--|---|
| <i>Self-study introduction to the training programme</i> | |
| <i>Week 1: October 20th</i> | |
| 2PM - 3.30PM | Introduction to STEM research valorisation |
| 4PM-5.30PM | Valorisation of STEM research: Part 1 Learn to recognise different stages of the valorisation process and understand the valorisation cycle framework. |
| <i>Week 1: October 21st</i> | |
| 9AM - 12.00AM | Local networking Create local connections that will benefit your research career and potentially help you to create impact from your work. |
| <i>Week 2: November 3rd</i> | |
| 2PM - 3.30PM | Valorisation of STEM research: Part 2 This workshop will look into when intellectual property rights should be claimed and the limits that this may set on valorisation opportunities in STEM. |
| 4PM-5.30PM | Entrepreneurial mindset and behavior Gain an understanding of how an entrepreneurial mindset can be applied to STEM valorisation opportunities, including new ventures in both for-profit and non-profit sectors. |
| <i>Week 2: November 4th</i> | |
| 9AM - 10.30AM | Collaboration with external partners in STEM: Part 1 Understand the barriers and drivers of collaboration with external partners in STEM and be familiarised with case studies of successful collaboration for STEM valorisation. |
| 11AM-12.30AM | Collaboration with external partners in STEM: Part 2 Discover the motivation for collaboration with external partners in STEM, how to build trust, and how collaboration can be supported. |
| <i>Week 3: November 17th</i> | |



2PM - 3.30PM

How to scan your environment

Understand and be able to carry out analysis of your environment, in order to map assets for supporting the development of STEM research valorisation activities.

4PM-5.30PM

How is, and should, STEM research be assessed and prioritised?

Understand the value and impact of STEM research, how valorisation activities may be assessed, selecting research that has the most potential to be valorised.

Week 3: November 18th

9AM - 10.30AM

Assessing STEM projects' potential for valorisation

Discover two distinct ways research may be assessed: from an institutional & funder perspective and from a commercial or application perspective.

11AM-12.30AM

International networking

Create international connections that will benefit your research career and potentially help you to create impact from your work.

Week 4: December 1st

2PM - 3.30PM

Tools & methods for product & service development *(Valorisation Pathway only)*

Learn about the challenges of product & service design in STEM valorisation and how to identify the needs and wants of consumers.

4PM-5.30PM

Value proposition and business model generation for STEM valorisation *(Valorisation Pathway only)*

Be introduced to the business model canvas and how it can be used for STEM valorisation.

Week 4: December 2nd

9AM - 10.30AM

Communicating STEM research valorisation results and impact *(Valorisation Pathway only)*

Gain knowledge about communication channels for valorisation, communication strategies for different audiences, and how to communicate effectively with different stakeholders.

11AM-12.30AM

Closing and networking