



The Abdus Salam  
International Centre  
for Theoretical Physics  
50th Anniversary 1964 - 2014



IOP

Institute of Physics



## 5th Workshop on Entrepreneurship for Physicists and Engineers from Developing Countries

31 March - 4 April 2014  
Miramare, Trieste, Italy

### PURPOSE AND NATURE

The Abdus Salam International Centre for Theoretical Physics (ICTP), the American Physical Society (APS), the Institute of Physics (IOP) and The World Academy of Sciences (TWAS) will jointly organize the "5th Workshop on Entrepreneurship for Physicists and Engineers from Developing Countries", to be held at ICTP, Trieste, Italy from 31 March to 4 April 2014. This one-week intensive Workshop is designed for physicists and engineers from developing countries who are interested in learning entrepreneurial skills to commercialize their scientific inventions. Such an educational programme is missing in many of the developing countries for scientists working in universities and scientific institutions. The participants will benefit from the international perspective provided in this Workshop from both experts and co-participants from developing countries.

### GOALS AND OBJECTIVES

The objectives of this workshop are to introduce to the scientists the process of innovation, generation and protection of intellectual property, technology transfer and commercialization of inventions. The workshop will consist of lectures by invited speakers, case studies, group discussions and role-playing sessions related to commercialization of a product.

### TOPICS INCLUDE

Relation between scientific research, inventions and products; Institutional roles for commercialization; Potential of Physicists and Engineers to be inventors and entrepreneurs; Concept of intellectual property (IP) and its significance in developing countries; Basics of patenting; Global IP protection; Taking science to the market - Timelines and processes for taking an invention to product; Marketing the ideas; Small business financing and business plan fundamentals; Success stories; Business plan presentation by participants; training of lecturers and scientists in development of an 'Entrepreneurship Curriculum'.

### PARTICIPATION

Scientists and students from all countries which are members of the United Nations, UNESCO or IAEA may attend the activity. As it will be conducted in English, participants should have an adequate working knowledge of this language. Although the main purpose of the Centre is to help research workers from developing countries, through a programme of training activities within a framework of international cooperation, students and post-doctoral scientists from developed countries are also welcome to attend. This is a demanding program and participants should be willing to work hard during the entire week.

As a rule, travel and subsistence expenses of the participants should be borne by the home institution. Every effort should be made by candidates to secure support for their fare (or at least half-fare). However, limited funds are available for some participants from developing countries, to be selected by the organizers. **There is no registration fee.**

### How to apply for participation

The application form can be accessed at the activity website:

<http://agenda.ictp.it/smr.php?2576>

Once in the website, comprehensive instructions will guide you step-by-step, on how to fill out and submit the application form.

### Activity Secretariat:

The Abdus Salam International Centre for Theoretical Physics (ICTP)

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ICTP Home Page: <http://www.ictp.it>

Trieste, December 2013

## CO-SPONSORS

AMERICAN PHYSICAL SOCIETY, USA  
THE INSTITUTE OF PHYSICS, UK  
TWAS (THE WORLD ACADEMY OF SCIENCES), ITALY

## CO-ORGANIZERS

DIPALI BHATT-CHAUHAN, UK  
JOSEPH NIEMELA, ICTP  
SURYA RAGHU, USA

## SPEAKERS

*To be confirmed*

RICHARD BROOKS, UK  
YUMIKO HAMANO,  
SWITZERLAND

DAWOOD PARKER, UK  
SURYA RAGHU, USA  
DAVID SECHER, UK

OTHERS TBD

## APPLICATION DEADLINE

**20 JANUARY 2014**