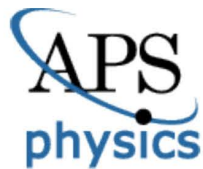




The Abdus Salam
**International Centre
for Theoretical Physics**

www.ictp.it



IOP Institute of Physics



IAEA
International Atomic Energy Agency

Workshop on Entrepreneurship for Scientists and Engineers from Developing Countries

30 March - 5 April 2016

Trieste, Italy

PURPOSE AND NATURE

The Abdus Salam International Centre for Theoretical Physics (ICTP), with the co-sponsorship of the American Physical Society (APS) and the Institute of Physics (IOP), will organize a **Workshop on Entrepreneurship for Physicists and Engineers from Developing Countries**, to be held at ICTP, Trieste, Italy, from 30 March to 5 April 2016.

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 TOPICS

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 will include:

- Physicists and Engineers as inventors and entrepreneurs;
- Concept of intellectual property (IP) and its significance in developing countries;
- Taking science to the market - Timelines and processes for taking an invention to product;
- Business model development;
- Small business financing and business plan fundamentals;
- Marketing the ideas;
- Success stories;
- Business plan presentation by participants;
- Training of lecturers and scientists in development of an "Entrepreneurship Curriculum"

PARTICIPATION

The program is demanding with mandatory attendance in all sessions - which start early in the morning and go up to late evenings with additional work on group projects. Hence only willing participants are encouraged to apply. Candidates are not eligible if they participated in the previous entrepreneurship workshops held at ICTP or in the regional workshops conducted in other countries.

Scientists and students from all countries which are members of the UN, UNESCO or IAEA may apply for participation in the Workshop. As the activity 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, students and post-doctoral scientists from developed countries are also welcome to attend.

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

How to apply for participation: until 7 January 2016, candidates can access the Online Application from the activity website: <http://indico.ictp.it/event/7597/>

Comprehensive instructions will guide you step-by-step on how to fill out and submit the application form. The application process includes a brief questionnaire to be filled in and uploaded.

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... and others (TBD)

**APPLICATION
DEADLINE**

7 January 2016

Webpage:

<http://indico.ictp.it/event/7597/>

