

# Advance Your Career with ATTP-Accredited Training

Are you ready to join a global  
community of recognised  
professionals in innovation and  
knowledge exchange?



# Oxentia's ATTP offering:

## What is ATTP

The Alliance of Technology Transfer Professionals (ATTP) is a global non-profit that sets international standards for technology transfer and knowledge exchange. It oversees professional accreditation, including the Registered Technology Transfer Professional (RTTP) accreditation, and promotes global collaboration and best practice sharing in the field.

## Oxentia's offering

Oxentia's ATTP-accredited training programme is a professional development initiative designed to build ecosystem, institutional and individual capacity in technology transfer, knowledge exchange, and research commercialisation. This programme, which can be delivered modularly in person, online or hybrid, equips participants with the skills and tools to lead or support knowledge exchange activities. It also provides them with the credentials required to pursue Registered Technology Transfer Professional (RTTP) status under the Alliance of Technology Transfer Professionals (ATTP).

Oxentia is one of only eight organisations globally licensed to deliver ATTP-accredited courses, and the only commercial provider. Oxentia's offering consists of six ATTP-accredited courses worth 15 CE credits, and two shorter courses, each worth 5 CE Credits. All the courses are designed to build strategic and operational capacity in technology transfer. 15 CE credits courses can be delivered in person over 2 days, or online across 5 sessions, while the 5 CE credit courses can be completed in person within half a day or through 2 online sessions.

Each course is developed and delivered by experienced practitioners and tailored to meet the evolving needs of innovation ecosystems across disciplines and geographies. Whether supporting early-career professionals or enabling institutional transformation, Oxentia's training programmes provide practical, applied learning that drives real-world impact.

# How does the RTTP accreditation process work?

The Registered Technology Transfer Professional (RTTP) designation is an international standard recognising expertise in knowledge and technology transfer, and it allows you to use the RTTP post-nominals. Your RTTP status is conferred based on a strict application and evaluation process.

## The requirements to apply to be considered for RTTP are:

- Membership of an ATTP Association:
- You need to be a member of one of the ATTP Associations (see here: <https://attp.global/attp-members/>)
- Relevant professional experience:

You need to have worked in a role relevant to knowledge exchange, knowledge transfer, or technology transfer (e.g. in a TTO) for a minimum of three years. This will need to be evidenced through a letter from your employer and a CV.

### Relevant skills:

You are required to show that you have gained the key skills needed to succeed as a tech transfer professional. You can demonstrate this in one of the following two ways:

### Training:

You need to collect a minimum of 60 ATTP CE (Continuing Education) credits through accredited activities, with a minimum of 15 credits out of the 60 collected through face-to-face (in-person) activities. For all ATTP-accredited training programmes and activities, a minimum of 80% attendance at sessions (regardless of whether online or in person) is required to obtain certificates, which are required for your RTTP application.

# Why ATTP Training Matters

Oxentia's ATTP-accredited training programmes are designed to provide participants with tools that will help them make the most of their institution's knowledge assets through commercialisation.

## Benefits for funders and participants

- **Global Recognition:** Participants can gain access to the internationally recognised RTTP accreditation, enhancing their professional credibility and opening doors across global innovation networks.
- **Practical Skills:** Courses equip professionals with hands-on expertise in IP strategy, valuation, deal-making, stakeholder engagement, and strategies for integrating sustainability into commercialisation practices.
- **Career Progression:** Many participants use the training as a springboard to leadership roles, spinout ventures, or strategic innovation positions within their institutions.
- **Community and Collaboration:** Training cohorts often evolve into vibrant peer networks, fostering cross-sector dialogue, shared learning, and longterm collaboration.
- **Ecosystem development:** the raining programmes support the development and growth of innovation ecosystem.

## Achievement requirement:

You must be able to demonstrate that you have applied your knowledge and skills to lead a complex knowledge exchange or technology transfer project. To do this, you need to submit a 1000-word Achievement Overview endorsed by your manager, describing your experience and relevant achievements.

## Application submission and fees:

Once you have fulfilled all of the criteria above, you can apply to ATTP to be considered for RTTP status. Applications are evaluated by a Peer Review Panel from ATTP member organisations. The evaluation process is done on a quarterly basis. Application fee for RTTP is \$300.

# Technology Transfer: Theory to Practice

## Course Overview

This ATTP-accredited course is an introduction to the foundation of knowledge exchange and research commercialisation. The course designed to equip Technology Transfer Professionals (TTPs) with practical tools to identify, evaluate, and commercialise research outputs through licensing, spinouts, and strategic partnerships and supports the development of commercial engagement strategies aligned with institutional research and innovation goals.

Participants will explore the full lifecycle of technology transfer, from knowledge exchange and invention disclosure to market analysis, licensing strategy, valuation, funding, and negotiation. The course includes interactive exercises, real-world case studies, and frameworks for managing innovation portfolios.

**This programme is ideal for institutions seeking to:**

- Strengthen institutional capacity for knowledge exchange and research commercialisation.
- Accelerate the translation of high-potential research into market-ready innovations with measurable impact.
- Equip Technology Transfer Professionals (TTPs) with strategic, technical, and negotiation skills to drive commercial success.
- Adopt international best practices in licensing, spinouts, and strategic partnerships.

**This course awards 15 RTTP Credits. It can be taken as a standalone professional development programme or as part of a comprehensive training package in research commercialisation and innovation. It can be delivered in-person and virtual, includes presentations, interactive discussions, group exercises, and case study analysis.**

# Building University–Industry Relationships (BUIR)

## Course Overview

This ATTP-accredited course is designed as an introduction to equip Technology Transfer Professionals (TTPs), Knowledge Exchange practitioners, and university staff with the strategic insight, tools, and practical frameworks needed to build and strengthen relationships with industry. The course explores the motivations, challenges, and mechanisms that underpin successful university–industry (U–I) collaboration.

Participants will gain a deep understanding of their innovation ecosystem, learn how to map and leverage institutional assets, and develop strategies to engage with diverse industry partners. The course also addresses the importance of communication, trust-building, sustainability, and impact measurement in long-term partnerships. Through interactive exercises, case studies, and strategic planning tools, participants will leave with a clear roadmap to enhance their institution’s commercial engagement and societal impact.

This course is suitable for organisations looking to:

- Strengthen their capacity for strategic university–industry collaboration.
- Equip staff with practical tools to build long-term, trust-based partnerships with industry.
- Enhance their institutional visibility, stakeholder engagement, and impact measurement.
- Develop sustainable commercial engagement strategies aligned with research and innovation goals.

**This course awards 15 RTTP Credits. It can be taken as a standalone professional development programme or as part of a comprehensive training package in research commercialisation and innovation. It can be delivered in-person or virtual, includes presentations, interactive discussions, group exercises, and case study analysis.**

# Intellectual Property and Market Strategy

## Course Overview

This course builds on the concepts and content from Technology Transfer Theory to Practice. This course equips technology transfer managers with the tools and frameworks to align intellectual property (IP) assets with market opportunities and business objectives. Participants will gain a more detailed understanding of intellectual property (IP) as well as the strategies and activities required to maximise its value and develop hands-on expertise in IP landscaping, freedom-to-operate analysis, market research methodologies, and the formulation of robust IP-driven business strategies. Through interactive discussions, practical exercises, and real-world case studies—ranging from Oxford Nanopore Technologies to Barbie—attendees will gain an understanding of IP rights and how to develop their IP strategy.

This course is suitable for organisations looking to:

- Strengthen their strategic and operational capabilities in IP management.
- Align intellectual property assets with market opportunities and business goals.
- Equip staff with practical tools for IP landscaping, freedom-to-operate analysis, and market validation.
- Enhance investor readiness and reduce commercialisation risks through robust IP audits and strategy development.

**This course awards 15 RTTP Credits. It can be taken as a standalone professional development programme or as part of a comprehensive training package in research commercialisation and innovation. It can be delivered in-person or virtual, includes presentations, interactive discussions, group exercises, and case study analysis.**

# Commercialising Software Know-How

## Course Overview

This ATTP-accredited course is designed to build institutional capacity for software and digital innovation commercialisation. The course provides a comprehensive framework for identifying, evaluating, protecting, and commercialising software and digital know-how. Participants will explore the full lifecycle of digital innovation—from invention disclosure and IP strategy to licensing, valuation, fundraising, and sector-specific adoption.

It equips Participants with the strategic, legal, technical, and sector-specific skills needed to translate high-potential digital research into scalable, market-ready solutions. Through interactive exercises, real-world case studies, and practical tools, the programme supports TTPs in navigating complex regulatory environments, structuring sustainable deals, and engaging effectively with industry, investors, and public stakeholders.

This course is suitable for organisations looking to:

- Build institutional capacity to commercialise software and digital innovations.
- Equip staff with the legal, strategic, and technical skills to manage digital IP and structure sustainable deals.
- Navigate complex regulatory environments and sector-specific adoption challenges in areas like digital health and autonomous systems.

**This course award 15 RTTP Credits. It can be taken as a standalone professional development programme or as part of a comprehensive training package in research commercialisation and innovation. Delivered in-person or virtual, includes presentations, interactive discussions, group exercises, and case study analysis.**

# Valuation and Deal-Making for Technology Transfer Professionals

## Course Overview

This ATTP-accredited course is designed to strengthen national and institutional capacity for research commercialisation by equipping Technology Transfer Professionals (TTPs) with practical skills in intellectual property (IP) valuation and deal structuring. The course combines expert-led instruction with hands-on exercises, including a full negotiation simulation.

Participants will explore industry-standard valuation methods—particularly the market and income approaches—and learn how to apply these tools to real-world scenarios. The course also introduces advanced techniques such as risk-adjusted valuation and real options analysis, preparing professionals to support high-impact licensing activity.

This programme is ideal for institutions seeking to:

- Enhance the commercial readiness of their research outputs.
- Improve the quality and defensibility of licensing negotiations.
- Build internal capacity for investment engagement and deal-making.
- Align with international best practices in technology transfer.

**The course awards 15 RTTP Credits. It can be taken as a standalone professional development programme or as part of a comprehensive training package in research commercialisation, and innovation. It can be delivered in-person and virtual, includes presentations, interactive discussions, group exercises, and case study analysis.**

# Impact through Commercialisation in SHAPE

## Course Overview

This ATTP-accredited course is designed to empower professionals working in Knowledge Exchange and Commercialisation (KEC) within Social Sciences, Humanities, and the Arts for People and the Economy, (SHAPE). The course provides practical tools, frameworks, and case studies to help participants navigate the unique challenges of commercialising SHAPE research and innovation.

Participants will explore how to build commercialisation pipelines, identify value propositions, engage stakeholders, and structure deals that reflect the nuances of SHAPE outputs. The course also addresses ethical considerations, data management, and impact investing, culminating in a hands-on exercise to apply learning to real-world scenarios.

This programme is ideal for institutions and professionals seeking to:

- Enhance the commercial readiness of SHAPE research.
- Develop tailored strategies for soft IP and non-traditional outputs.
- Build capacity for ethical and impactful deal-making.
- Align SHAPE commercialisation with broader societal goals.

**The course awards 15 RTTP Credits. It can be taken as a standalone professional development programme or as part of a comprehensive training package in research commercialisation, and innovation. It can be delivered in-person and virtual, includes presentations, interactive discussions, group exercises, and case study analysis.**

# Spinout Valuation for Technology Transfer Offices (TTOs)

## Course Overview

This ATTP-accredited course is designed to equip technology transfer professionals with the knowledge and tools to evaluate and support the valuation of spinout companies. As universities and research institutions increasingly engage in spinout creation, TTOs must be prepared to assess commercial potential, support funding negotiations, and communicate value to stakeholders.

Unlike traditional IP valuation, spinout valuation requires a broader, more nuanced approach that considers team dynamics, market readiness, and investor expectations. This course introduces participants to a range of valuation methodologies tailored to early-stage spinouts and provides hands-on experience through case studies and practical exercises.

This course is suitable for organisations looking to:

- Strengthen their capacity to evaluate and support early-stage spinout companies.
- Equip TTO staff with practical valuation methodologies tailored to spinouts.

**This course awards 5 RTTP Credits. It can be taken as a standalone professional development programme or as part of a comprehensive training package in research commercialisation and innovation. It can be delivered in-person and virtual, includes presentations, interactive discussions, group exercises, and case study analysis.**

# Introducing Environmental Sustainability to Support TT Practices

## Course Overview:

This ATTP-accredited course is tailored for professionals working within Technology Transfer Offices (TTOs), who are increasingly required to support the commercialisation of research that addresses pressing global sustainability challenges. As climate change, biodiversity loss, and resource scarcity reshape research priorities and funding mechanisms, TTOs must evolve to become strategic enablers of sustainable innovation.

Participants will explore how sustainability principles—anchored in the United Nations Sustainable Development Goals (SDGs) and Environmental, Social and Governance (ESG) frameworks—can be embedded into knowledge exchange and commercialisation strategies. The course offers a structured and practical approach to understanding how sustainability intersects with the work of TTOs, from project evaluation and stakeholder engagement to policy alignment and impact communication.

This course is suitable for organisations looking to:

- Integrate sustainability into their technology transfer and commercialisation practices.
- Equip TTO staff with Tools to evaluate and support environmentally responsible innovation.
- Align institutional strategies with global sustainability frameworks like the SDGs and ESG.

**This course award 5 RTTP Credits. It can be taken as a standalone professional development programme or as part of a comprehensive training package in research commercialisation, and innovation. It can be delivered in-person and virtual, includes presentations, interactive discussions, group exercises, and case study analysis.**

# Oxentia's Impact

Oxentia delivers ATTP-accredited professional development courses that strengthen the capacity of individuals and institutions to commercialise research and drive innovation. These courses are commissioned and funded by individual institutions, national governments, international development agencies, and philanthropic organisations seeking to build resilient, high-performing innovation ecosystems.

## Global Reach and Delivery

To date, Oxentia has trained over **2,400** professionals across six core ATTP-accredited courses:

Technology Transfer: Theory to Practice – **648** participants

Valuation and Deal Making – **531** participants

Building University–Industry Relationships – **418** participants

Commercialising Software and Digital Know-How – **391** participants

IP and Market Strategy – **388** participants

Impact through Commercialisation in the Social Sciences, Arts and Humanities – **30** participants

These courses have been delivered across multiple regions, including Africa, MENA, Latin America, Southeast Asia, and Europe, often as part of broader innovation capacity-building initiatives and programmes.

Oxentia has delivered ATTP-accredited training courses funded by organisations such as Fundación Barrié, Fundación Empresa-Universidad Gallega (FEUGA), The Malaysian Research Accelerator for Technology & Innovation (MRANTI), Ministry of Production of Peru, and many others reaching participants in over 30 countries.

## Why Choose Oxentia?

All our courses are designed to build strategic and operational capacity in technology transfer and are delivered by our experienced team. We can tailor the courses to meet the evolving needs of your innovation ecosystems across disciplines and geographies.

Whether supporting early-career professionals or enabling institutional transformation, Oxentia's training programmes provide practical, applied learning that helps you drive real-world impact.



**Beyond ATTP training, we also provide bespoke training courses on innovation management such as helping organisations to establish independent innovation management programmes and supporting innovation management governance.**

## Take the Next Step

Get recognised, get connected, and get ahead with Oxentia's flexible training programmes.

We'll work with you to design a training schedule that fits your needs and sets you on the road to RTP accreditation.

**Contact us to discuss the right training pathway for you.**

→ [info@oxentia.com](mailto:info@oxentia.com)

**Learn more about our ATTP Accredited Courses:**

→ <https://oxentia.com/training/>



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