



ATTP-Accredited Training

Oxentia delivers ATTP-accredited courses designed to strengthen institutional and individual capacity in technology transfer, knowledge exchange, and research commercialisation. Our programmes equip professionals with the practical skills, tools, and international credentials needed to translate research into real-world impact.

Course Portfolio

Seven standalone ATTP Courses Awarding 15 CE Credits each (Delivered over 2 days in person or 5 online sessions)

1. Technology Transfer: Theory to Practice
2. Building University-Industry Relationships
3. Intellectual Property and Market Strategy
4. Commercialising Software and Digital Know-How
5. Valuation and Deal-Making for Technology Transfer Professionals
6. Impact through Commercialisation in SHAPE (Social Sciences, Humanities and the Arts)
7. Artificial Intelligence in Technology Transfer and Knowledge Exchange

Two standalone ATTP Courses Awarding 5 CE Credits each (Delivered as a half-day in person workshop or 2 online sessions)

1. Spinout Valuation for Technology Transfer Offices
2. Introducing Environmental Sustainability to Support Technology Transfer Practices



Why Oxentia?

Oxentia is one of only eight organisations globally licensed to deliver ATTP-accredited training, and the only commercial provider. We have trained over 2,400 professionals across 30+ countries. Our training is delivered by experienced practitioners and combines international best practice with practical, applied learning.



What is ATTP?



The Alliance of Technology Transfer Professionals (ATTP) is the international body that sets professional standards for technology transfer and knowledge exchange. ATTP oversees the Registered Technology Transfer Professional (RTTP) accreditation, the internationally recognised benchmark for professionals working in research commercialisation and technology transfer.

Benefits of ATTP-Accredited Training

- ✓ Earn Continuing Education (CE) credits towards RTTP accreditation.
- ✓ Gain practical skills in technology transfer, IP management, valuation, negotiation, and university-industry collaboration.
- ✓ Strengthen your professional credibility through internationally recognised training.
- ✓ Join a global network of technology transfer and innovation professionals.
- ✓ Build institutional capability to support research commercialisation and innovation-led growth.



Technology Transfer: Theory to Practice

Course overview

This ATPP-accredited course is an introduction to the foundation of knowledge exchange and research commercialisation. The course is designed to equip Technology Transfer Professionals (TTPs) with practical tools to identify, evaluate, and commercialise research outputs through licensing, spinouts, and strategic partnerships, and to support 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 suitable for institutions 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 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 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 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.



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- It can be delivered in-person and 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, including examples from Oxford Nanopore Technologies and 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 and 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:

- 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 and virtual, includes presentations, interactive discussions, group exercises, and case study analysis.



Valuation and Deal-Making for Technology Transfer Professionals

Course overview

This ATPP-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 course is suitable for organisations looking 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.



- 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.



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 course is suitable for organisations looking to:

- Enhance the commercial readiness of SHAPE research.
- Develop tailored strategies for soft IP and nontraditional outputs.
- Build capacity for ethical and impactful deal-making.
- Align SHAPE commercialisation with broader societal 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 and virtual, includes presentations, interactive discussions, group exercises, and case study analysis.



Artificial Intelligence in Technology Transfer and Knowledge Exchange

Course overview

This ATPP-accredited course introduces Knowledge Exchange (KE) and Technology Transfer (TT) professionals to the strategic, safe and ethical use of Artificial Intelligence (AI) in KE environments. Through live demonstrations, hands-on exercises and KE-specific case studies, participants learn how to use AI to support workflows, improve decision-making, assess outputs critically, and address governance, privacy, IP and ethical considerations in practice.

Key Topics

- AI fundamentals and its role in Technology Transfer and Knowledge Exchange.
- AI tools and practical use cases for KE.
- Generative AI, data privacy and IP considerations.
- Safe AI: risks, hallucinations, ethics, governance and compliance.
- Hands-on KE/TT exercises with AI.
- Organisation-wide AI policy for KE teams.

This course is suitable for organisations looking to:

- Identify AI tools that can enhance efficiency in daily KE and TT tasks.
- Apply appropriate AI and generative AI techniques within KE activities.
- Assess AI-generated outputs for accuracy, specificity and hallucinations.
- Understand privacy, regulatory, ethical and IP implications of AI use.
- Contribute to responsible organisational frameworks for AI adoption in KE contexts.



Who Should Attend

Institutions and professionals looking to strengthen capability in Knowledge Exchange and Technology Transfer through the safe, effective and strategic use of AI.

- This course awards **15 RTTP Credits**.
- In-person (2 days) or Online (5 sessions)



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 ATPP-accredited course is tailored for professionals working with in 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 awards **5 RTPP 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.