Certificate in Technology Transfer and Commercialisation (Belgium)

Financial Management for Technology Transfer

Academic Entrepreneurship refers to the process of commercializing research and technologies developed in academic institutions, such as universities, to create new products, services, and companies. Related terms include Technology Transfer, Innovation Management, and Intellectual Property Management. Academic entrepreneurship involves the application of business principles to academic research, with the goal of creating economic and social impact. Examples of academic entrepreneurship include the creation of spin-off companies, licensing of technologies to existing companies, and the development of new products and services.

Angel Investor is a high-net-worth individual who provides financial backing to early-stage companies, typically in exchange for equity. Related terms include Venture Capital, Private Equity, and Seed Funding. Angel investors often provide guidance and mentorship to entrepreneurs, in addition to financial support. Angel investors typically invest in companies that have high growth potential, but may not have access to traditional forms of financing.

Applied Research refers to the practical application of scientific knowledge to solve real-world problems. Related terms include Basic Research, Technological Development, and Innovation Management. Applied research involves the use of scientific principles to develop new products, services, and processes. Examples of applied research include the development of new materials, the creation of new medical devices, and the improvement of existing manufacturing processes.

Bayh-Dole Act is a US law that allows universities and research institutions to retain ownership of intellectual property rights to inventions developed using federal funding. Related terms include Technology Transfer, Patent Law, and Licensing Agreements. The Bayh-Dole Act has been instrumental in promoting the commercialization of academic research, by allowing universities to license their technologies to companies. The Act has led to the creation of numerous spin-off companies and has contributed to the development of new industries.

Business Incubator is a program or facility that provides support and resources to early-stage companies, typically in exchange for equity or rent. Related terms include Business Accelerator, Co-working Space, and Entrepreneurship Development. Business incubators often provide access to mentoring, networking opportunities, and financing options. Examples of business incubators include programs that provide office space, equipment, and administrative support to start-up companies.

Business Model refers to the way in which a company creates, delivers, and captures value. Related terms include Revenue Stream, Cost Structure, and Value Proposition. A business model involves the identification of a company's target market, the development of a product or service, and the creation of a plan for generating revenue. Examples of business models include the subscription-based model, the advertising-based model, and the freemium model.

Capital Gains Tax is a tax on the profit made from the sale of an asset, such as a stock or a piece of property. Related terms include Income Tax, Value-Added Tax, and Corporate Tax. Capital gains tax is typically applied to the sale of assets that have increased in value over time. Examples of capital gains tax include the tax on the sale of a company's stock, the tax on the sale of a piece of real estate, and the tax on the sale of a business.

Commercialization refers to the process of bringing a new product, service, or technology to market. Related terms include Product Development, Marketing Strategy, and Sales Management. Commercialization involves the identification of a target market, the development of a business plan, and the creation of a plan for generating revenue. Examples of commercialization include the launch of a new product, the creation of a new service, and the licensing of a technology to a company.

Confidentiality Agreement is a contract that requires one or more parties to keep information confidential. Related terms include Non-Disclosure Agreement, Trade Secret, and Intellectual Property. Confidentiality agreements are often used to protect sensitive information, such as business plans, financial data, and technical information. Examples of confidentiality agreements include agreements between companies and their employees, agreements between companies and their partners, and agreements between companies and their investors.

Copyright refers to the exclusive right to reproduce, distribute, and display a work, such as a book, a song, or a software program. Related terms include Patent, Trademark, and Intellectual Property. Copyright protection is typically provided for a limited time, such as the life of the author plus a certain number of years. Examples of copyright include the copyright on a book, the copyright on a song, and the copyright on a movie.

Corporate Finance refers to the management of a company's financial activities, including fundraising, investing, and risk management. Related terms include Financial Management, Accounting, and Investment Banking. Corporate finance involves the creation of a financial plan, the identification of financing options, and the management of a company's cash flow. Examples of corporate finance include the issuance of stock, the issuance of bonds, and the management of a company's debt.

Due Diligence refers to the process of conducting a thorough review and analysis of a company, a project, or an investment opportunity. Related terms include Risk Assessment, Financial Analysis, and Market Research. Due diligence involves the review of a company's financial statements, the analysis of a company's market position, and the evaluation of a company's management team. Examples of due diligence include the review of a company's balance sheet, the analysis of a company's income statement, and the evaluation of a company's business plan.

Entrepreneurship refers to the process of designing, launching, and running a new business or venture. Related terms include Small Business Management, Start-up Company, and Business Planning. Entrepreneurship involves the identification of a business opportunity, the creation of a business plan, and the securing of financing. Examples of entrepreneurship include the creation of a new product, the development of a new service, and the launch of a new company.

Equity Financing refers to the process of raising capital by issuing stock or other equity instruments. Related terms include Debt Financing, Venture Capital, and Private Equity. Equity financing involves the issuance of shares of stock, the creation of a board of directors, and the management of a company's shareholders. Examples of equity financing include the issuance of initial public offering (IPO), the issuance of private placement, and the creation of a venture capital fund.

Financial Management refers to the process of planning, organizing, and controlling a company's financial activities. Related terms include Accounting, Investing, and Financing. Financial management involves the creation of a financial plan, the identification of financing options, and the management of a company's cash flow. Examples of financial management include the preparation of financial statements, the analysis of a company's financial performance, and the management of a company's risk.

Funding refers to the process of providing financial support to a company, a project, or an investment opportunity. Related terms include Financing, Investing, and Grant Writing. Funding involves the identification of financing options, the creation of a fundraising plan, and the management of a company's cash flow. Examples of funding include the issuance of stock, the issuance of bonds, and the application for grants or loans.

Incubator refers to a program or facility that provides support and resources to early-stage companies, typically in exchange for equity or rent. Incubators often provide access to mentoring, networking opportunities, and financing options. Examples of incubators include programs that provide office space, equipment, and administrative support to start-up companies.

Innovation refers to the process of creating new or improved products, services, or processes. Related terms include Research and Development, Technological Advancement, and Entrepreneurship. Innovation involves the identification of a market opportunity, the creation of a product or service, and the launch of a new business or venture. Examples of innovation include the development of a new technology, the creation of a new product line, and the launch of a new service.

Intellectual Property refers to the exclusive rights to intangible assets, such as patents, copyrights, and trademarks. Related terms include Patent Law, Copyright Law, and Trademark Law. Intellectual property protection is typically provided for a limited time, such as the life of the author plus a certain number of years. Examples of intellectual property include patents on inventions, copyrights on literary works, and trademarks on brand names.

Investment refers to the act of putting money into a business, a project, or an investment opportunity, with the expectation of returns. Related terms include Financing, Equity Financing, and Debt Financing. Investment involves the identification of an investment opportunity, the creation of an investment plan, and the management of risk. Examples of investment include the purchase of stock, the purchase of bonds, and the investment in a real estate property.

Licensing Agreement refers to a contract between two or more parties, where one party grants the other party the right to use its intellectual property, such as a patent or a copyright. Related terms include Intellectual Property, Patent Law, and Copyright Law. Licensing agreements often involve the payment of royalties or other forms of compensation. Examples of licensing agreements include agreements between companies and their licensees, agreements between companies and their partners, and agreements between companies and their customers.

Market Research refers to the process of gathering and analyzing data about a market, including its size, growth potential, and competitive landscape. Related terms include Marketing Strategy, Competitive Analysis, and Market Segmentation. Market research involves the identification of a target market, the development of a marketing plan, and the creation of a plan for generating revenue. Examples of market research include the conduct of surveys, the analysis of industry trends, and the evaluation of competitors.

Mergers and Acquisitions refer to the process of combining two or more companies, or acquiring one company by another. Related terms include Corporate Finance, Strategic Management, and Financial Analysis. Mergers and acquisitions involve the identification of a target company, the creation of a deal structure, and the management of integration issues. Examples of mergers and acquisitions include the acquisition of a company by another company, the merger of two companies, and the spin-off of a company from one of its divisions.

Network Effect refers to the phenomenon where the value of a product or service increases as more people use it. Related terms include Scale Economy, Network Externalities, and Market Dynamics. Network effect involves the creation of a platform or a network that allows users to interact with each other, and the development of a business model that takes advantage of the network effect. Examples of network effect include the growth of social media platforms, the development of online marketplaces, and the creation of gaming communities.

Partnership refers to a business relationship between two or more parties, where each party contributes resources, expertise, or capital to achieve a common goal. Related terms include Joint Venture, Strategic Alliance, and Cooperative Agreement. Partnership involves the identification of a partner, the creation of a partnership agreement, and the management of partnership issues. Examples of partnership include the partnership between two companies, the partnership between a company and a non-profit organization, and the partnership between a company and a government agency.

Patent refers to the exclusive right to make, use, and sell an invention, granted by a government to an inventor or an assignee. Related terms include Intellectual Property, Copyright, and Trademark. Patent protection is typically provided for a limited time, such as 20 years from the date of filing. Examples of patents include utility patents, design patents, and plant patents.

Private Equity refers to the investment in a company that is not publicly traded, typically by a private equity firm or an individual investor. Related terms include Venture Capital, Hedge Fund, and Investment Banking. Private equity involves the identification of an investment opportunity, the creation of an investment plan, and the management of risk. Examples of private equity include the investment in a start-up company, the investment in a growth-stage company, and the investment in a mature company.

Product Development refers to the process of creating and launching a new product or service. Related terms include Research and Development, Marketing Strategy, and Sales Management. Product development involves the identification of a market opportunity, the creation of a product or service, and the launch of a new business or venture. Examples of product development include the creation of a new product line, the development of a new service, and the launch of a new brand.

Return on Investment refers to the ratio of net profit to cost of investment, expressed as a percentage. Related terms include Return on Equity, Return on Assets, and Cost of Capital. Return on investment involves the calculation of the return on an investment, the evaluation of the risk of an investment, and the comparison of the return on an investment to the cost of capital. Examples of return on investment include the calculation of the return on a stock investment, the evaluation of the risk of a bond investment, and the comparison of the return on a real estate investment to the cost of capital.

Risk Management refers to the process of identifying, assessing, and mitigating risk in a business or investment. Related terms include Risk Assessment, Risk Analysis, and Risk Mitigation. Risk management involves the identification of risk factors, the assessment of the likelihood and impact of risk events, and the creation of a plan to mitigate risk. Examples of risk management include the identification of market risk, the assessment of credit risk, and the creation of a plan to mitigate operational risk.

Spin-off refers to a new company that is created from an existing company, typically to commercialize a new technology or product. Related terms include Start-up Company, Entrepreneurship, and Business Incubator. Spin-off involves the creation of a new company, the development of a business plan, and the securing of financing. Examples of spin-off include the creation of a new company from a university research project, the creation of a new company from a corporate research project, and the creation of a new company from a government research project.

Start-up refers to a new company that is in the early stages of development, typically with a new product or service. Related terms include Entrepreneurship, Small Business Management, and Business Incubator. Start-up involves the creation of a new company, the development of a business plan, and the securing of financing. Examples of start-up include the creation of a new technology company, the creation of a new service company, and the creation of a new retail company.

Technology Transfer refers to the process of transferring technology from one organization to another, typically from a university or a research institution to a company. Related terms include Licensing Agreement, Patent Law, and Intellectual Property. Technology transfer involves the identification of a technology opportunity, the creation of a license agreement, and the management of intellectual property issues. Examples of technology transfer include the licensing of a patent to a company, the creation of a joint venture to develop a new technology, and the spin-off of a new company to commercialize a new technology.

Trademark refers to a symbol, name, or phrase that is used to identify a company or a product, and to distinguish it from others. Related terms include Intellectual Property, Patent, and Copyright. Trademark protection is typically provided for a limited time, such as 10 years from the date of registration. Examples of trademarks include brand names, logos, and slogans.

Valuation refers to the process of determining the value of a company, a project, or an investment opportunity. Related terms include Financial Analysis, Market Research, and Risk Assessment. Valuation involves the calculation of the value of an asset, the evaluation of the risk of an investment, and the comparison of the value of an investment to the cost of capital. Examples of valuation include the calculation of the value of a stock, the evaluation of the risk of a bond, and the comparison of the value of a real estate property to the cost of capital.

Venture Capital refers to the investment in a company that is in the early stages of development, typically with a new product or service. Related terms include Private Equity, Hedge Fund, and Investment Banking. Venture capital involves the identification of an investment opportunity, the creation of an investment plan, and the management of risk. Examples of venture capital include the investment in a start-up company, the investment in a growth-stage company, and the investment in a mature company.