



Capacity-building programme following up on the UNECE Innovation for Sustainable Development Review of Moldova (2022)

Trainings for policymakers to support the implementation of
the Roadmap on Innovation and Technology Transfer

Workshop 3: Supporting Technology Transfer from Public Research Organizations

27 January 2022, 9:30-13:00

Agenda and participants' workbook

Background to the workshops

Following the publication of the [Innovation for Sustainable Development Review of Moldova](#), the Ministry of Education and Research (MER) of Moldova requested support from UNECE to translate some of the recommendations from the Review into a Roadmap on Innovation and Technology Transfer. This Roadmap (available in [English](#) and [Romanian](#)) was finalized in October 2022 following several multistakeholder consultations with relevant local actors.

A series of trainings (the first of which took place on 13 December 2022: [webpage](#)) is being organised by UNECE and MER to support implementation of selected measures under the Roadmap. The targeted beneficiaries are the staff of MER and other relevant ministries, the National Agency for Research and Development of Moldova (NARD) and the State Agency on Intellectual Property (AGEPI), among others.

Workshop 3 will support the following Strategic Goal (SG) of the Roadmap:

SG4: A national technology transfer office (NTTO) is established.

Modalities:

Half day **online** training.

Duration: 4 hours

English trainer with simultaneous translation to Romanian.

Agenda

10 minutes	Welcome by Ms. Elif Kizildeli, Economic Affairs Officer, UNECE Introductory remarks by Ms. Aliona Onofrei, MER and Lisa Cowey, trainer Introduction to the training session and participants
60 minutes	Session 1: Overview of technology transfer (TT) and knowledge exchange mechanisms at public research organizations (PROs) <ul style="list-style-type: none"> • Technology transfer and knowledge exchange – the spectrum of engagement • Group exercise 1: Skills for TT (Researchers and support staff) • Feedback and discussion • Group exercise 2: Building skills in the research/ TTO base • Feedback and discussion
15 minutes	Break
60 minutes	Session 2: Building a technology transfer/knowledge transfer office at a PRO <ul style="list-style-type: none"> • Management support and underlying regulation • Gaining researcher ‘buy-in’ • Improving success rates – considering different TTO models • Case Study: Georgia’s Innovation and Technology Agency Technology Transfer Pilot Program (TTPP) • Group exercise 3 • Feedback and discussion
15 minutes	Break
60 minutes	Session 3: Funding TT – using ‘Proof of Concept’ (PoC) <ul style="list-style-type: none"> • 3 types of funding support for ‘TT’ projects • PoC (public/private)/ mini grants/ innovation vouchers • Group exercise 4: Design of a PoC scheme • Feedback and discussion • Case Study: Serbian Innovation Fund PoC Grant • Questions and comments
5 minutes	Concluding remarks

Session 1: Over-view of Technology Transfer and Knowledge Exchange mechanisms at PROs

Notes

Group exercise 1: Matching TT/KE activities and skills

In your groups, select between 1 and 3 types of TT/KT/KE activities that would fit to a PRO that you know (Select from Publication, Collaborative R&D, Contract R&D, Consulting, Equipment hire & materials testing, IPR licensing and spinoff).

For each one:

- Outline the rationale for why you have selected it ('fit').
- Outline the skills that would be needed by researchers and support staff to make it successful.

You can select all three for the same PRO or select different PROs that match different TT/KE activities in Moldova.

Name of PRO	
Type of activity 1:	
Rationale for selection	
Skills needed by researchers to support this activity	
Skills needed by TTO staff to support this activity	

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Name of PRO	
Type of activity 1:	
Rationale for selection	
Skills needed by researchers to support this activity	
Skills needed by TTO staff to support this activity	

Feedback

Group exercise 2: Capacity building for TT/KE

- In your groups select one or KT/KE/TT activity and associated skill set needed by researchers and support staff (e.g. staff in a TTO) .
- Discuss how the skills needed could be built and retained over a 3 -10 years period (organisational transformation/ building an entrepreneurial university)

Name of PRO	
Type of activity 1:	
Skills needed by researchers to support this activity	Skills needed by TTO staff to support this activity
Approach to building and retaining skills	Approach to building and retaining skills




Feedback

Session 2: Building a TT/KT office at a PRO

Notes

Group exercise 3: Gaining researcher commitment – national and institutional incentives

Research has shown that academic researchers engage in Research Commercialisation for one of 3 main reasons (depending on their personality): ‘Ribbon Gold Puzzle’¹

-  Ribbon: Peer recognition
-  Gold: Financial reward
-  Puzzle: Because they enjoy solving problems

As a group, discuss how you could motivate researchers to engage more in TT and ‘reward’ them in all three different ways.

What could an intuition (university/ research institute do? What could the Ministry/ government do?

	Institutional incentive/reward	Ministry incentive/reward
Ribbon: Peer recognition		
Gold: Financial reward		
Puzzle: Because they enjoy solving problems		

Feedback

¹ For more information see: Aliche Lam: What motivates academic scientists to engage in research commercialization: ‘Gold’, ‘ribbon’ or ‘puzzle’?; Research Policy; Volume 40, Issue 10, December 2011, Pages 1354-1368

Session 3: Funding Technology Transfer – using ‘Proof of Concept’

Notes

Group exercise 4: Designing a Proof of Concept (PoC) grant scheme

You have been asked to design a PoC grant scheme for Moldova. In the group discuss the following main issues.

- The rationale (what are the aims and objectives?)
- How you will measure iterative progress and success (KPIs)
- Eligibility criteria of projects (anything excluded?)
- Overall level of funding
- The type of activities you will fund (anything mandatory? Anything excluded)
- Who will administer the grant scheme (an existing unit or a new one?)

Capture your idea below and be prepared to explain it in the feedback session.

Aims and objectives	
KPIs	
Eligibility criteria of projects	
Maximum size of the grant	
Eligible activities for funding	
Any non eligible (excluded) activities	
Administrative unit	

Feedback

Profile of your trainer

Lisa Cowey PhD MBA



Lisa Cowey has worked in the field of innovation for over 30 years.

Following a PhD in physics she spent a decade in the commercial sector with high-tech instrumentation companies in the UK, USA and Germany, an experience that encompassed start-up, equity fund raising and trade-sale exit.

Since 2006 she has worked in the Western Balkans region and in the newer EU MS to help design, implement and assess policy actions to increase competitiveness and innovation through science, technology and innovation policy with a focus on bringing more R&D to market from public research organisations and SMEs. Most recently she has been working for the Joint Research centre of the European Commission to investigate the framework for technology transfer in the Eastern partnership countries including Moldova and Ukraine and for the Ministry of Education and Science of the Republic of Georgia to help them set up and adopt an innovation grant scheme for their universities.

Lisa regularly designs and delivers training courses for Ministries, Agencies, universities and the innovative SME sector on the topics of innovation and technology transfer. She has recently run a 3 day COVID-safe online training for the Institute of Education of the Republic of Azerbaijan (ARTI in Azerbaijan) and online interactive workshops to support 'Proof of Concept' actions in the Western Balkans.

Lisa has a PhD in Physics from the University of Oxford, an MBA from Oxford Brookes University Business School where she specialised in university-industry technology transfer. She also holds a Diploma in IP (Law and Practice) from Bournemouth University Business School IP Unit. She is based in Oxford in the United Kingdom.