

ETM - European Technology Transfer Manager

Programme: Lifelong Learning - Leonardo da Vinci - Development of Innovation

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PARTNERS INVOLVED

ASEV Empolese
Valdelsa Development
Agency (**Italy**)

www.asev.it

CECOT Employers
Association (**Spain**)

www.cecot.org

Arges County
Businessman
Association
(**Romania**)

www.aoaarges.ro

SPI Management
Consultancy
(**Portugal**)

www.spi.pt

ITPIO Consultants
(**Bulgaria**)

www.itpio.eu

University of Lodz
(**Poland**)

www.uni.lodz.pl

IDEC Business
Consulting (Greece)

www.idec.gr

**Oviedo Chamber of
Commerce (Spain)**

www.camara-ovi.es

ETM, financed by LLP Leonardo da Vinci, is a project aimed to the professionalization of the European **Technology Transfer Manager** (TTM). Starting with the development of a competences profile, the project will elaborate a program of a training course specific for TTM and a procedure for the accreditation of their competences, according to the ECVET principles.

PROJECT'S UPDATE

During the first phase of the project (January/ May 2013) the Consortium of the partners conducted a preliminary detailed study on the state of the art concerning technology transfer in all partner countries, elaborating the **TTM competence profile** at national and European level. The study was based on the analysis of **326 questionnaires**, **40 in-depth interviews** with TTMs and **8 focus group** involving the representatives of national technology transfer organizations and conducted in all partner countries.

THE TTM COMPETENCES PROFILE

The study, which is now downloadable on the project website www.etmproject.eu, identified the principal units of competence for the TTM profile, especially focusing on the theoretical knowledge and the practical skills needed from this emerging professional figure, which is mostly unrecognized in the partner countries. It also contains a national analysis on technology transfer and some recommendations for the training of TTMs.

Most of the respondents were middle age **men (61%)**, usually directors or managers of innovative companies, universities or research centers, with more than 10 years of experience and a **technical scientific background** (37% Engineers, 19% Physics and Chemists, 30% Economic area). Although all the respondent effectively work as Technology Transfer Managers, the 80% of the interviewed target group **never attended a training course on Technology transfer management** and almost **nobody as an official recognition or certification**.

Since this professional figure results to be still mostly unrecognized and covered by people with different competences and experience, it seems crucial to **define a shared European TTM profile**.

The indications on the **daily work activities** also reflect a situation of tasks' fragmentation. The main activities carried out during their typical working appear to be the following:

Key Competence Area	Average working time/ day
Project Management	29 %
Technology Commercialization	14 %
Information Gathering	13 %
Communication and Networking	12 %
Negotiation	12%
New Business Development	11 %
IPR management	9 %

WHAT'S NEXT

The Consortium is now elaborating an **e-learning course** for Technology transfer managers (program and didactic material) and a **Methodology for the recognition of TTMs' previous competences**, which will be ready by July 2013.

More information on www.etmproject.eu

Contact Details.

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