



European Knowledge Transfer Society, Aisbl
Accreditation and Certification for the Knowledge Transfer Profession

CERTIFICATION Of Knowledge Transfer Professionals by GRANDFATHERING

RULES AND SPECIFICATIONS

Annex 1 - Criteria

Last Update	March 2016
Diffusion	Public
Related documents	Rules and Specifications, Annex 2

EuKTS Certification by Grandfathering Criteria

Certification by Grandfathering at basic level

	BASIC LEVEL
Title	EuKTS Associate
Target of this level of certification	<p>Individuals with minimum practice in KT (junior professionals with a degree, having completed a KT course not yet accredited by EuKTS or with minimum experience or practise in KT) or interested in the KT profession.</p> <p>Individuals who have an assessed theoretical or practical experience which gives them a basic knowledge of the KT rules.</p>
Access open to individuals with :	<ul style="list-style-type: none"> - at least a 4-year university degree (or equivalent Level 6/7 EQF) - active during at least 3 of the last 5 years in the KT field - participation in KT operations or sections in industry, academia, government or in the Enterprise Europe Network.
Conditions	<p>Prove a minimum of practice in KT by attesting to satisfy <u>at least two out of the seven</u> following conditions:</p> <ol style="list-style-type: none"> 1- Having participated in negotiation of at least 5 contracts in the KT/TT field in the last 5 years. 2- Being active in patent prosecution 3- Having assisted in management of the IP portfolio of a company or other organisation involving the protection and exploitation of at least 3 patents or other forms of intellectual property over the last 5 years 4- Having participated in launching at least 2 technological spin-outs (start-ups) in the last 5 years 5- Having participated in arguments in front of a qualified court in Europe or the EPO relating to at least 3 cases in the last 5 years 6- Having participated in the establishment at least 3 valuations of IP portfolios or of technology spin-outs in the last 5 years 7- Having delivered at least 2 lectures on any of the domains outlined in the EuKTS curriculum not in the context of their direct employment or having written at least 1 KT article in the last 5 years
Special Comments	<ol style="list-style-type: none"> 1- Some professionals may have gained knowledge and experience in the field of KT by having followed training (higher education, continuous training) and may be able to attest experience in the core competencies of the field. Certification is then possible if the Applicant can provide track records of experience covering 6 out of the 8 core competencies in the EuKTS curriculum (see page 6 below for details of the core competencies). 2- For a limited period of time, admittance to Basic Certification by Grandfathering is possible when having taken an appropriate and not yet accredited basic level course and successfully passed the related exams under the conditions defined by the Training Provider. An application for Accreditation of the training course or programme must be under consideration by EuKTS and must cover at least 6 out of the 8 competencies in the EuKTS curriculum. This Route will be closed as soon as the course receives accreditation.
Validity	3 years

	BASIC LEVEL
Title	EuKTS Associate
Recertification	<p>To be granted recertification, the Applicant will have to obtain a number of Continuing Education Credits (CEC) which will depend on the level requested.</p> <p>In the near future, the activities which will be granted CEC will be posted on the EuKTS website, including credit points per type of activity. The types of activities will include attendance at approved courses and seminars; giving public lectures and presentations on relevant topics; writing relevant treatises, articles or books; management of KT or IP professional Societies; etc.</p> <p>EuKTS will also publish the conditions relating to the activities to be approved and the procedures to request credits.</p> <p>Failure to submit the recertification request on time will result in a lapse in the certification and the need for the applicant to enter a new certification request based on the conditions at the time.</p>

Certification by Grandfathering at intermediate level

INTERMEDIATE LEVEL	
Title	EuKTS Professional
Target of this level of Certification	Active KT practitioners
Access is open to individuals with	- 4-year university degree (or equivalent level 6/7 EQF) - active in the KT field in at least 7 of the last 10 years.
Conditions	<p>Satisfying at least three out of the following eight conditions:</p> <ol style="list-style-type: none"> 1- Having managed KT transfer operations or sections in academia, government or industry in the last 5 years 2- Being active in patent prosecution 3- Having negotiated at least 10 contracts in the KT field in the last 5 years 4- Having managed the IP portfolios of a company or other organisation over the last 5 years, involving the protection and exploitation of at least 5 patents or other forms of intellectual property 5- Having established at least 5 valuations of IP portfolios or of technology spin-outs (start-ups) in the last 5 years 6- Having launched or supervised the launching of at least 3 technological spin-outs (start-ups) in the last 5 years 7- Having argued at least 5 cases in front of a qualified court in Europe or the EPO or elsewhere in the last 5 years 8- Having delivered at least 5 lectures on any of the domains outlined in the EuKTS curriculum not in the context of their direct employment, or written 3 articles or one book in the last 5 years
Validity	3 Years
Recertification	<p>To be granted recertification, the applicant will have to obtain a number of Continuing Education Credits (CEC) which will depend on the level requested.</p> <p>In the near future, the activities which will be granted CEC will be posted on the EuKTS website, including credit points per type of activity. The types of activities will include attendance at approved courses and seminars; giving public lectures and presentations on relevant topics; writing relevant treatises, articles or books; management of KT or IP professional Societies; etc.</p> <p>EuKTS will also publish the conditions relating to the activities to be approved and the procedures to request credits.</p> <p>Failure to submit the recertification request on time will result in a lapse in the certification and the need for the applicant to enter a new certification request based on the conditions at the time.</p>

Certification by Grandfathering at advanced level

	ADVANCED LEVEL
Title	EuKTS Expert
Target of this level of Certification	Individuals with a record of excellence in the field of KT.
Access is open to individuals with	Over 15 years of experience in the field of KT Experience on an international/multi-continental level
Conditions	<p>Satisfying at least three out of the following seven conditions:</p> <ol style="list-style-type: none"> 1- Being responsible for at least 5 years for KT in a corporation generating a minimum annual average revenue of 5 million euros through licensing or KT spin-out corporations 2- Being active in patent prosecution 3- Being responsible for KT in a government or public education and research institution or a KT spin-out corporation (for at least 5 years) 4- Having been a board member of an international (more than 10 countries) KT professional organisation, institution or industrial cooperation within the last 5 years 5- Having managed litigations at an international level within the last 5 years 6- Having a record of teaching KT or presentations of KT at international conferences (a minimum of 5 in the last 10 years) 7- Having written treatises or books on some aspects of KT published by an international publishing house within the last 5 years
Validity	3 years
Recertification	<p>To be granted recertification, the applicant will have to obtain a number of Continuing Education Credits (CEC) which will depend on the level requested.</p> <p>In the near future, the activities which will be granted CEC will be posted on the EuKTS website, including credit points per type of activity. The types of activities will include attendance at approved courses and seminars; giving public lectures and presentations on relevant topics; writing relevant treatises, articles or books; management of KT or IP professional Societies; etc.</p> <p>EuKTS will also publish the conditions relating to the activities to be approved and the procedures to request credits.</p> <p>Failure to submit the recertification request on time will result in a lapse in the certification and the need for the applicant to enter a new certification request based on the conditions at the time.</p>

EuKTS KT Curriculum

EuKTS does not provide training. EuKTS has developed high quality standards and a Curriculum focused on 8 core competencies necessary for all practitioners, irrespective of the country or sector in which they operate, together with Accreditation and Certification procedures.

The 8 Core Competencies

- Intellectual property protection
- Strategy and IP Portfolio
- Information analysis and management
- Opportunity assessment and valuation
- Knowledge transfer and marketing of innovations
- Negotiation and contracting
- New business development and financing
- Project management

The competencies in detail

1. Intellectual property protection

Importance of IPR protection in the KT context. Types of IP: patent, copyright, know-how, trade secrets. National and international rights: IPR protection process. IP information. Business applications and legal applications. IP infringement and litigation. Ethical aspects of IPR. IPR in collaboration projects of PROs and industry. IPR principles applicable to PROs. National principles on TT between PROs and industry.

2. Strategy, IP portfolio and Innovations

IP management strategy. Basics of knowledge management. Definition of IP strategy, its goals and inputs. Developing the IP policy of a research organisation. Developing an IP strategy for an enterprise. Assessment of efficacy of IP management and utilisation. Integrating IP issues into the business strategy. Processes and structure of the business strategy. IP issues beyond protection aspects. IP portfolio management. Practical strategies to develop an IP portfolio. How to optimise the cost of an IP portfolio.

3. Information analysis and management

Definition of basic terms: information, data, document, knowledge. Information resources: primary, secondary, tertiary resources. Data searching, mining, storage and retrieval. Search engines. Evaluation of information, creation of knowledge. Information analysis. Methods of searching and analysing information. Intelligence lifecycle. Benchmarking. ICT systems. Information management (IM). Information security.

4. Opportunity assessment and valuation

Strategic considerations. Rating of business opportunities. Business case development. Concept approval. Project assessment and filtering. Business opportunity assessment. New product or service development. Market expansion. Competitive bid submission. Competitive IP analysis, tools and system. Methods of technology evaluation: cost based, benchmarking, DCF methods, ENPV. Information sources for technology valuation. Valuation and negotiation.

5. Knowledge transfer and marketing of innovation

Legal and economic framework of knowledge transfer. Basic activities of commercialising knowledge: licensing, contractual research, joint research and development, joint venture or partnership, direct IP commercialisation, spin-out launching. Marketing of science. Marketing of IP. Innovations and innovative products. Theory focused on marketing of innovations. Marketing approaches. Marketing research. Marketing plan: preparation and implementation.

6. Communication, negotiation and contracting

Basic communication skills and styles: oral and written communication, presentation skills, audience awareness, body language. Basics of negotiation. Preparation for negotiation. Management of negotiation process: planning and managing the negotiation process. Essential business negotiation tactics. Contracting: mutual assets and intention, formal issues, uncertainty and incompetence, terms interpretation and misinterpretation, gaining final agreement and contract.

7. New business development and financing

Start-ups and spin-outs in the KT process. Types of spin-outs. Company life cycle: enterprise development. Incubator. Legal aspects of the start-up launch. Skill coverage and human resources in the new company. Financing of the launch, development and expansion of the company: grants and subsidies, business angels, venture capital, investment funds, bank loans and Stock Exchange. Risks associated with launching a new business. Exit strategy, valuation and pricing.

8. Project management

Definition of project scope and programme. Key areas of project management. Project life cycle. Project and programme management of a business process. Methods for managing projects and programmes. Defining the project scope and context. Feasibility study: purpose and aim, formal structure. Risk management analysis. Designing the project organisation. Performing the project. Managing project crisis.

Your EuKTS Contacts:

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