REGISTER NOW FOR FALL 2024

Intro to Entrepreneurship & Tech Transfer for STEM Students

Thursdays from 9:30-11:30 AM, Hybrid Course
CHEM 89000, 3 credits
The Graduate Center, CUNY

Open to 2nd year and above graduate students (Masters & PhD) in STEM fields at GC & CUNY

Co-Instructors:
Rein Ulijn, CUNY Advanced Science Research Center
Scott Newbert, Field Center for Entrepreneurship, Baruch College

Questions? Contact Yuki Chen at xchen4@gc.cuny.edu
Want to learn more about tech commercialization at CUNY? Visit www.ASRCSensorCAT.com

COURSE LECTURES & PANEL DISCUSSIONS

TAILORED TO STEM GRADUATE STUDENTS FOCUSED ON SCIENTIFIC INNOVATION

- Key concepts in entrepreneurship & tech transfer
- Ideation and defining opportunity space
- Prototyping and de-risking innovation
- Business model generation and financing innovation
- Career paths in start-up and industry

COURSE PREREQUISITES

1. ONE-PAGE SUMMARY:

- What is your scientific background/interest? Include the names of your program, college, and lab.
- Why are you interested in taking this course?
- Describe a technology you have developed in the lab **or** a new one that you'd like to explore in this course.

2. EMAIL TO YUKI CHEN:

XCHEN4@GC.CUNY.EDU

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Frequently Asked Questions (FAQs):

1.) What is the structure of the course like?

a. There will be ONLY 3 mandatory in-person classes. The first class will kick off at the Grad Center, the mid-point semester class at Baruch, and the finale (pitch day) at the ASRC. The rest is online. There will be opportunities for in-person engagement such as tours of startup incubator lab spaces, networking events, pitch nights, and more. A rundown of innovation ecosystem events will be shared with the class weekly.

2.) Do I need to have prior experience or a specific background?

a. Nope! As long as you have an interest in applied research and are willing to explore it from a STEM entrepreneurship/business development lens.

3.) I heard there is funding for students, how does that work?

a. Students will be given funding to work on proposed applied research projects. Funds can be used to purchase materials, research core facilities, supplies, attend professional development conferences, etc. At the beginning of the class, you will have to propose a project (which can be based on the work you are doing now in the lab) and a project budget (Prof. Newbert and Prof. Ulijn will teach you how to do this- the point of this course)

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Frequently Asked Questions (FAQs) Cont.

4.) How will this course help me and my career?

a. This class would explore different pathways after your PhD, how to pave that path, how to talk to people outside of your lab, current trends in industry, how patents and IPs work/how to publish a patent, how to file/form a company, how companies generate revenue, business model, pitching to funders/venture capital, what grants are available, etc. The class will bring in speakers such as startup C-level executives, accelerator programs, VCs, and more so you can hear firsthand their experiences building a corporation or continue doing industry-sponsored projects in a lab.

5.) What are the expectations for this course?

a. **Be prepared to put on the hat of an entrepreneur.** Active participation during in-person and online sessions is required. You will be expected to complete all reading assignments and come to class prepared to have an active discussion. In addition, it is key for you to get out of the lab. Scientific research does not exist in a vacuum and you will be expected to attend external events and talk to people in areas or fields that interest you. This could be people from large corporations, startups, government labs, and more. Prof. Newbert and Prof. Ulijn will help with advice on talking to people and sharing their networks.

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