

This four-unit certificate is designed to help all researchers, and particularly those in science, medicine, pharmacy, engineering, design and information technology, expand their opportunities by developing their understanding of relevant aspects of business, finance and the law, and providing opportunities for networking.

The following areas will be covered in the course:

- The commercialisation processes and activities commonly employed to bring research-based innovation, ideas and inventions to the market.
- Intellectual property management.
- Interpersonal skills relevant to research commercialisation, including leadership, teamwork and presentation.
- An elective from a range of technical commercialisation areas including marketing, and accounting and finance.

## Course structure

### Core units

BTX9120	Intellectual property laws
GSB9100	Research commercialisation planning
MGX9600	Managing people and organisations

Where a compulsory unit is not available during a semester the course director will nominate a substitute.

### Elective units

AFX9004	New venture financing and accounting
MKX9160	Foundations of marketing

Other units on approval

## Entry requirements

Students need to be currently enrolled in a higher degree by research: a research masters or a doctorate.

For a full list of the eligibility criteria, see:

[www.mrgs.monash.edu.au/research/cts/eligibility.html](http://www.mrgs.monash.edu.au/research/cts/eligibility.html)

## Enquiries and applications

To find out more about the course please visit our website:

[www.buseco.monash.edu.au/gsb/programs/commercialisation.php](http://www.buseco.monash.edu.au/gsb/programs/commercialisation.php)

For Commercialisation Training Scheme applicants, forms are downloadable from:

[www.mrgs.monash.edu.au/research/cts/forms.html](http://www.mrgs.monash.edu.au/research/cts/forms.html)

A separate course application form is not required for students applying for the scholarship.



## Graduate Certificate in Commercialising Research

[www.mrgs.monash.edu.au/research](http://www.mrgs.monash.edu.au/research)



# What can an understanding of business do for your research career?

**Want to be paid to take four months out of your research higher degree to develop skills to broaden the application of your research?**

All Monash higher degree research students are invited to apply for the Graduate Certificate in Commercialising Research.

The course, introduced in 2007, aims to help students understand how the interests of business and science can come together, providing opportunities for the two sectors to communicate and support one another. Areas covered include intellectual property law, the commercialisation of research, and new venture financing.

The four unit course is normally completed full time. For current closing dates and application procedures, go to: [www.mrqs.monash.edu.au/research/cts/forms.html](http://www.mrqs.monash.edu.au/research/cts/forms.html)

## Scholarships

Commonwealth Government funded scholarships are available for students under the Commercialisation Training Scheme. These scholarships cover all tuition fees for the course and may include a living allowance or stipend scholarship for eligible students.

## Course delivery

Classes will be held at the Caulfield campus. Units may be delivered in weekly classes or through intensive sessions. The course combines engaging discussions, simulations, tutorials, industry visits and talks with industry specialists.



Charlie Dong is completing his PhD at the Victorian College of Pharmacy.

'For me the PhD is a path to a career in the pharmaceuticals industry. I was interested in commercialisation because I had a patent from my PhD research. My supervisor encouraged me to do the certificate, and it came just at the right time, as my PhD was nearly completed.

Researchers don't just work in a lab. Many will supervise staff and students, and try to get support for their projects. The Certificate teaches about management, finance and intellectual property, which will all be useful later on. If you're going to sit down with a commercial company to get research funding, it helps to have a common language. You need to talk to them in a professional manner and understand them. If it's your project, you want to negotiate yourself rather than have an accountant do it for you.

The Certificate has definitely empowered me to move into the commercial side of science; without it I would have been afraid of the unknown. It has made me aware of different potential paths, and developed my communication and inter-personal skills. I think most PhD students would get something out of it.'



Bronwen Thomas is a PhD candidate in biochemistry in the Faculty of Medicine, Nursing and Health Sciences, having completed bachelors degrees in arts and science.

'I love science, but I don't want to spend my life in the lab. The Graduate Certificate in Commercialising Research opened my eyes to other areas that I could pursue while still being involved in science and research. The course showed me a number of different careers that really interest me. It also motivated me in my PhD research; my work is now more structured and productive.

I was able to use my PhD work for the commercialisation plan, and that helped me to see the commercial potential for my research. It was also very useful to learn about patents and intellectual property law, and general management and financial skills that would be useful in any career.

This course can enhance any aspect of a career in science. It teaches you how to approach people for research funding. I would recommend it to students in many disciplines, such as medicine, science and engineering.'