



The Abdus Salam  
International Centre for Theoretical Physics



**IOP** Institute of Physics



**ENTREPRENEURSHIP  
FOR PHYSICISTS AND ENGINEERS  
FROM DEVELOPING COUNTRIES**

**3-7 May 2010**

**Miramare, Trieste, Italy**

**PURPOSE AND NATURE**

The Abdus Salam International Centre for Theoretical Physics (ICTP), the American Physical Society (APS), the Institute of Physics (IOP) and the AREA Science Park (AREA) will jointly organize the 2010 Workshop "Entrepreneurship for Physicists and Engineers from Developing Countries" to be held at ICTP, Trieste, Italy from 3 to 7 May. This one-week intensive Workshop is designed for physicists and engineers from developing countries who are interested in learning entrepreneurial skills to commercialize their scientific inventions. Such an educational programme is missing in many of the developing countries for scientists working in universities and scientific institutions. The participants will benefit from the international perspective provided in this Workshop from both experts and co-participants from developing countries.

**GOALS AND OBJECTIVES**

The objectives of this Workshop are to introduce to scientists and engineers the process of innovation, generation and protection of intellectual property, technology transfer and commercialization of a product.

**TOPICS INCLUDE**

Relation between scientific research, inventions and products; Institutional roles for commercialization; Physicists as inventors and entrepreneurs; Concept of intellectual property (IP) and its significance in developing countries; Basics of patenting; Global IP protection; Taking science to the market - Timelines and processes for taking an invention to product; Working with industry; Small business financing and business plan fundamentals; Success stories; Science parks and innovation tools; Business plan presentation by participants; training of lecturers and scientists in development of an 'Entrepreneurship Curriculum'.

**PARTICIPATION**

Scientists and students from all countries which are members of the United Nations, UNESCO or IAEA may attend the activity. As it will be conducted in English, participants should have an adequate working knowledge of this language. Although the main purpose of the Centre is to help research workers from developing countries, through a programme of training activities within a framework of international cooperation, students and post-doctoral scientists from developed countries are also welcome to attend.

As a rule, travel and subsistence expenses of the participants should be borne by the home institution. Every effort should be made by candidates to secure support for their fare (or at least half-fare). However, limited funds are available for some participants from developing countries, to be selected by the organizers. There is no registration fee.

**HOW TO APPLY FOR PARTICIPATION**

The application form can be accessed at the activity website: <http://agenda.ictp.it/smr.php?2140>. Once in the website, comprehensive instructions will guide you step-by-step, on how to fill out and submit the application form.

**SECRETARIAT**

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**Co-SPONSORS**

AMERICAN PHYSICAL SOCIETY, USA  
AREA SCIENCE PARK, ITALY  
THE INSTITUTE OF PHYSICS, UK

**Co-ORGANIZERS**

DIPALI CHAUHAN, UK  
JOSEPH NIEMELA, ICTP  
SURYA RAGHU, USA  
CLAUDIO TUNIZ, ICTP

**TENTATIVE SPEAKERS**

PETER DOBSON, UK  
DAWOOD PARKER, UK  
SURYA RAGHU, USA  
DAVID SECHER, UK  
STEVE TAYLOR, ITALY  
HARRY THANGARAJ, UK  
YUMIKO HAMANO, SWITZERLAND  
OTHERS TBD

**APPLICATION DEADLINES**

**4 December 2009**

(for those requesting financial support  
and/or visa)

**31 January 2010**

(for those not requesting financial support  
and/or visa)