



Title of BIP: Specialised Training for Agents of Innovation & Entrepreneurship

General information

Objectives and Description:

- Developing knowledge about intellectual property, patents, and innovation policies
- Capacitation to identify and value technological innovations with market potential
- Teaching negotiation techniques, partnerships management and licensing contracts
- Offer tools to develop innovation commercialization strategies
- Prepare to leadership and innovation in incubation and technology transfer environments

Methods and outcomes:

Format: Hybrid (online classes + final in-presence component)

Workload: 89 hours (3 ECTS) – online-only participation results in 2 ECTS

Teaching methods: Online synchronous/asynchronous lectures, case studies, mentoring, teamwork, and a final project

Expected outcomes:

- Knowledge of technology transfer, innovation ecosystems, and IP strategies
- Skills in market validation, negotiation, and commercialization of innovations
- Practical experience through case studies, mentoring, and final innovation strategy project

Field of Education:

Business and Administration

Target audience / Participants profile:

Research managers, professionals with a background in science and technology, law, administration or related areas who work in technology transfer offices, incubators, accelerators, and other innovation environments

No of ECTS issued:

3 (2 ECTS for participants completing only the online component)

Language of instruction and requirements:

English

Dates for physical activity:

15 – 19 June 2026

Location of physical activity:

UBImedical, University of Beira Interior, Covilhã

Dates for virtual component:

24 February 2026 – 1 June 2026



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Virtual Component Description:

- Online classes (2–3h per session) covering the syllabus modules (Foundations of TT, IP fundamentals, entrepreneurship, business models, valuation, innovation management, technology scouting, policies and financing, negotiation, sustainability, etc.)
- Individual assignments and evaluation activities
- Preparation for the in-presence case studies and final project

Organizing Board

Receiving/Host university:

University of Beira Interior (UBI), Portugal (João Leitão, jleitao@ubi.pt)

Sending/Partner universities:

West University of Timisoara (UVT), Romania (Ana-Cristina Nicolescu, cristina.nicolescu@e-uvt.ro; Alexandra Petcu, alexandra.petcu@e-uvt.ro)

Universidad de Zaragoza (UNIZAR), Spain (Raquel Acero, racero@unizar.es)

Detailed programme

1. Planned activities during virtual component:

Online modules (13 total, 2h-3h lecture + 3h homework)

Topics: Technology transfer, IP, entrepreneurship, business models, technology valuation, market validation, incubators & accelerators, technology scouting, innovation policies, negotiation, industry-academia collaborations, advanced topics in innovation management, sustainability and knowledge management

Continuous assessment through assignments and participation

2. Planned activities during physical component:

1st day:

Welcome session, team formation

2nd day:

Keynote on technology transfer challenges, case study introduction, practical workshops on commercialization strategies and licensing models

3rd day:

Mentored group work on case studies and project development

4th day:

Pitching sessions, peer review, presentation of final innovation strategies

5th day:

Awarding of certificates

Application procedure

fill in application form available here: *to be generated later / deadline: 9 February 2026*



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PARTICIPANTES DE LA UNIVERSIDAD DE ZARAGOZA

Condiciones generales: Las que se describen en la convocatoria <https://internacional.unizar.es/erasmus-pdi/movilidad-del-personal-docente-formacion>

Condiciones específicas:

Nº de plazas: 5

Nº de ayudas: 3

Dirigido a:

*Personal Técnico, de Gestión y de Administración y Servicios de la Universidad de Zaragoza que preste servicios en la Oficina de Transferencia de Resultados de la Investigación o en Institutos universitarios de Investigación, y/o Personal Investigador que dirija Proyectos de investigación.

Solicitud y documentación:

*Anexo I. Formulario de solicitud

*Anexo II. Acuerdo de movilidad -solo es necesaria la firma de la persona solicitante-

*Nivel B1 de inglés recomendado, se acreditará de acuerdo con lo que establece la base 3.4 de la convocatoria.

*Los nacionales de países ajenos al Espacio Europeo de Educación Superior, acreditación de estar en posesión de un permiso válido para residir en España durante el período de realización de la movilidad.

Presentación:

En el Registro Electrónico de la Universidad de Zaragoza <http://sede.unizar.es> con la identificación concertada válida en esta Universidad (NIP y contraseña administrativa).

Plazo de solicitud: hasta el 16 de enero de 2026



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