

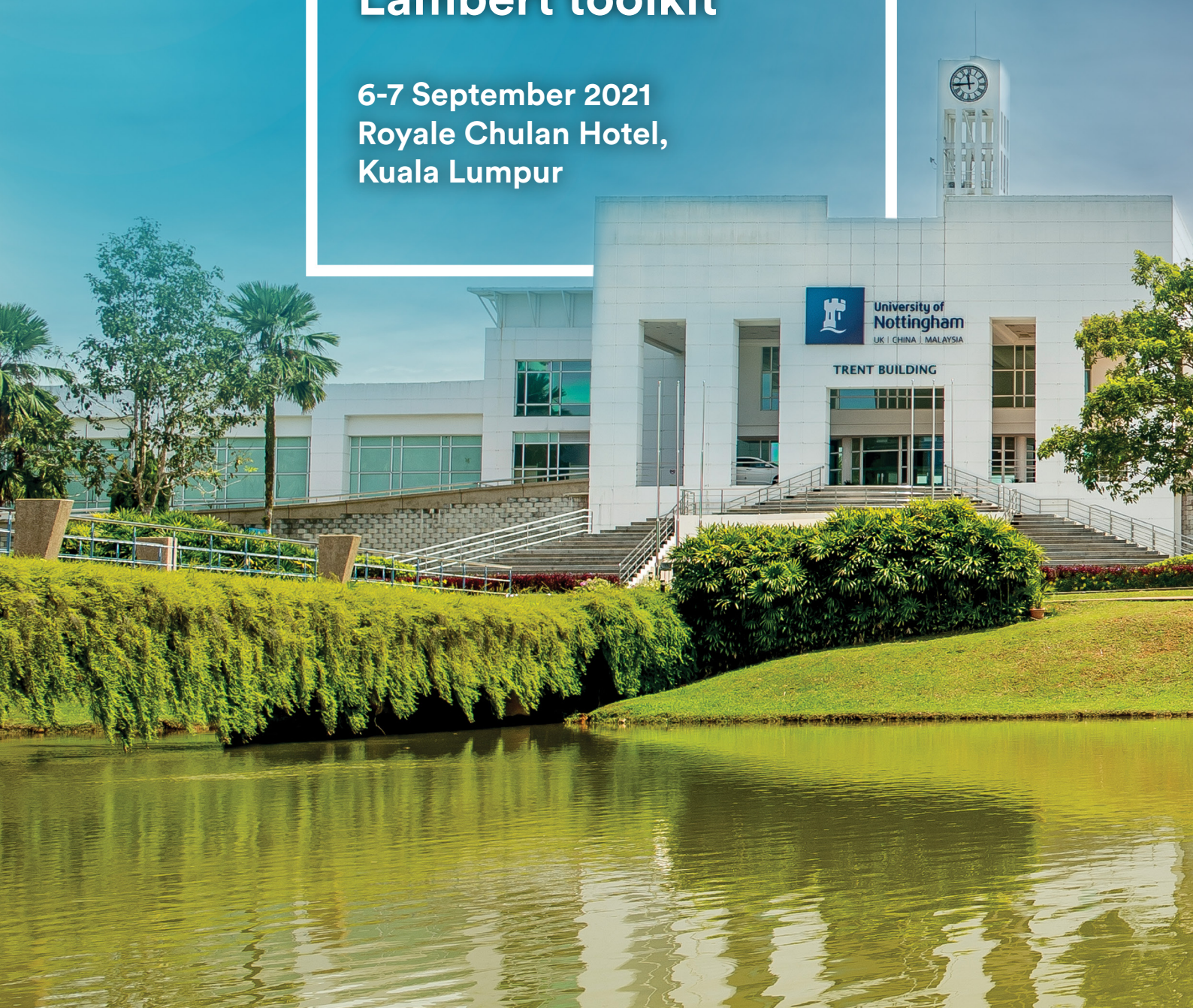


University of  
**Nottingham**

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# Research and intellectual property commercialisation utilising the UK's Lambert toolkit

6-7 September 2021  
Royale Chulan Hotel,  
Kuala Lumpur





# Research and intellectual property commercialisation utilising the UK's Lambert toolkit

Higher education institutions (HEIs) and companies that undertake research and/or development activities intend to commercialise the outputs. However, projects are poorly negotiated and contracted on the outset, thus, hinders technology transfer at the later stage of commercialisation. This train-the-trainer workshop intends to build capacity in technology transfer and research management in a sustainable way. The training materials given will be good for enhancing awareness, competence and confidence in negotiating and contracting technology transfer activities based on UK best practice. The UK-government resources refer specifically to the Lambert toolkit. This comprises a decision guide, numerous model agreements (5 model agreements for one-to-one collaborations and 4 consortium agreements for multiple parties) and guidance materials to help facilitate contract negotiations involving universities and companies. So far, the toolkit has been adapted for international use between UK and India, China and South Korea.

## Programme Synopsis

This train-the-trainer programme intends to build capacity and capability in technology transfer and research management amongst the HEIs and companies with research and development activities. It is designed specifically in order to give a practical hands-on exposure. Participants will be introduced to the challenges in commercialisation pathway and how to use Lambert toolkit as a resource. The programme combines the use of classroom delivery, classroom discussion and hands-on case studies as examples.

## Learning Outcome

After completing the modules, you will be able to:

- Benefit from enhanced awareness, competence and confidence in negotiating and contracting technology transfer activities based on UK best practice
- Share the training materials and to cascade training to their own staff for local capacity development, upon completion of the workshop
- Understand the UK best practice in the contracting and management of technology transfer (the Lambert toolkit)

## Delivery Method

### Methods of teaching and assessment

- Flipchart presentations for brainstorming
- Group discussions
- Hands-on case studies
- Powerpoint presentations
- Presentation from participants

## Target Groups

Participants are in technology transfer or research management offices from selected research-active higher education institutions and companies whom have research and development activities.

## Further information

To find out more about this programme, please contact Nottingham University Business School (NUBS) Malaysia Executive Education or visit our website

Dr Angelina Yee

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✉ [NUBS.EDP@nottingham.edu.my](mailto:NUBS.EDP@nottingham.edu.my)

🌐 [nottingham.edu.my/Business/ExecutiveEducation](http://nottingham.edu.my/Business/ExecutiveEducation)

## Programme trainer



### Prof Deborah Hall

Prof Deborah joined University of Nottingham in 2012 as Director of a Biomedical Research Unit funded by the UK government in partnership with the Nottingham University Hospitals National Health Service Trust. She is currently Vice Provost (Research and Knowledge Exchange) in Malaysia with

responsibility for overseeing the research and knowledge exchange strategy, for research including commercialisation and technology transfer, as well as research training for postgraduates and academic staff. Previously, Deborah has been academic lead on an industry project with an SME pharmaceutical partner funded by Innovate UK, and continues to provide consultancy input to several SMEs in the medical sector. She is also Section Editor of the Elsevier journal 'Hearing Research' and maintains a 20% research contract as National Institute for Health Research (NIHR) Senior Investigator at the University of Nottingham.



### Dr Angelina Yee

Dr Angelina began her career as an auditor and an accountant and she had gained wide international exposure in the area of accounting and auditing work while she was working in Australia, Singapore, United Kingdom and Malaysia. She is currently an Associate Professor in Nottingham University Business

School, University of Nottingham Malaysia, and Director for Executive Education. Angelina's research interests focus on university-industry collaborations including evaluating and managing innovations, coaching and mentoring system and process, governance and accountability matters, and multicultural and multi-disciplinary approach on regional collaborations. She has received research grants from the Malaysian Accountancy Research and Education Foundation (MAREF), MOSTI, MoHE/MoE, Australian High Commission and CPA Australia Malaysia Division. Previously, Angelina was the Head of Business Engagement and Innovation Services Unit in the University of Nottingham Malaysia, and the Director (Industry Collaboration/ Operations) in Nottingham MyResearch Sdn Bhd and Nottingham MyRIAD Solutions Sdn Bhd.



### Mohammad Shariff Bin Ismail

Shariff graduated with an honors degree in Accounting and Finance from London South Bank University, UK in 1996. In 2001, he received the Master degree (MBA) from Northern University of Malaysia, Malaysia. In 2016, he continued his PhD at University Malaysia Perlis with a thesis title "Management

Innovation and Sustainable Performance among Malaysian Manufacturing Firms". He began his career as a lecturer at MARA Professional College, Melaka and MARA College of Kuala Nerang, Kedah from 2000 until 2010 before joining Universiti Malaysia Perlis (UniMAP) in 2010. He was appointed as the Deputy Dean (Academic) at School of Business Innovation and Technopreneurship, UniMAP in 2012 until 2016 before furthering his PhD study. In 2012, he was appointed as a member of Technopreneur At UniMAP Sdn Bhd (TUSB) Board of Directors until now. TUSB is a subsidiary company under UniMAP Holdings. Now Mohammad Shariff has been appointed as Chairman of Management Committee of TUSB cum Chief Operating Officer in February 2019. He has managed to secure the contract research project for more than RM5 million in 2019.



## Programme outline

Day/Date	Time	Programme details	Programme trainers
<b>Day 1</b>			
<b>Monday 6 September</b>	8.30-9.30am	Registration and welcome refreshment	
	9.30-9.45am	Overview of the workshop objective	Prof Deborah Hall
	9.45-11.15am	Comparison between the UK and Malaysian research commercialisation and wider knowledge exchange approaches	Mr Mohammad Shariff Dr Angelina Yee
	11.15-11.30am	Tea break	
	11.30am-12.30pm	<b>The research commercialisation “journey”–importance and issues</b> <b>Group discussion:</b> Reviewing delegates’ experiences and issues/challenges in research commercialisation journey	Dato’ Wira Mohd Salleh Din
	12.30-1.30pm	Lunch	
	1.30-3pm	<b>Managing existing Intellectual Property (IP)</b> <b>Group discussion:</b> Reviewing delegates’ experience and issues with managing IP	Prof Deborah Hall
	3-3.15pm	Tea break	
	3.15-4.15pm	<b>Managing external engagement linked to research and IP commercialisation</b> <b>Group discussion:</b> Reviewing delegates’ experience dealing with business partners and universities	Mr Mohammad Shariff
	4.15-4.45pm	Introduction to the Lambert toolkit	Prof Deborah Hall
	4.45-5pm	Summary and feedback for day 1	Prof Deborah Hall
<b>Day 2</b>			
<b>Tuesday 7 September</b>	8.30-9.30am	Welcome refreshment	
	9.30-11.15am	<b>Review of the use of the Lambert toolkit–Decision guide</b> <b>Group discussion:</b> Application of the Lambert toolkit–Case study part 1	Prof Deborah Hall
	11.15-11.30am	Tea break	
	11.30am-1pm	<b>Review of the use of the Lambert toolkit–Seven model collaborative agreements</b> <b>Group discussion:</b> Application of the Lambert toolkit –Case study part 2	Prof Deborah Hall
	1-2.15pm	Lunch	
	2.15-3pm	<b>Application of the Lambert toolkit</b> <b>Group presentation and discussion based on the case study given</b>	Prof Deborah Hall
	3-3.15pm	Tea break	
	3.15-4.15pm	Next steps on the research and commercialisation journey	Dr Angelina Yee
	4.15-4.30pm	Key messages from the workshop	Prof Deborah Hall
	4.30-5pm	Group photo and certificate presentation	All





# Programme registration form 2021

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Lambert toolkit

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## Fee

Early bird price: RM2,500/person

Normal price: RM2,600/person

Group of three and above: RM2,200/person (for more than three delegates attending from the same company/institution)

## Registration and payment

The registration form must be fully completed and signed and must be received by Nottingham University Business School before **24 August** together with your payment.

A/C Name: The University of Nottingham in Malaysia Sdn Bhd

Bank: HSBC Bank (M) Bhd

Bank Address: KL Main Office, 2 Lebuhr Ampang, 50100 Kuala Lumpur

Branch: Kuala Lumpur

Swift Code: HBMBMYKL

Account No.: 301-879391-101

Please send the registration form together with payment details to:

Nottingham University Business School

University of Nottingham Malaysia

Jalan Broga, 43500 Semenyih, Selangor, Malaysia

## Human Resources Development Fund (HRDF) claims

- The course fees may be claimed under Skim Bantuan Latihan (SBL) of HRDF subject to terms and conditions.
- Organisations wishing to claim HRDF can submit this brochure to HRDF for approval. The brochure contains the necessary information for HRDF to process.

## Terms and conditions

If the designated participant cannot attend the workshop, a substitute attendee is permitted. However if a confirmed participant or substitute attendee does not attend the workshop, the fee is still liable in full.

Changes in the workshop date, venue, time, trainers and fees can occur from time to time and the organiser reserves the right to reschedule/cancel the workshop and/or amend any information in this brochure. In any circumstances, the organiser's liability is limited only to the refund of paid registration fee.

## Certificate of completion

Upon completion of the programme you will receive a Certificate of Completion from the University of Nottingham Malaysia.

The University of Nottingham in Malaysia Sdn Bhd  
is a HRDF Certified Training Provider.



The University of Nottingham has made every effort to ensure that the information in this leaflet was accurate when published. Please note, however, that the nature of the content means that it is subject to change from time to time, and you should therefore consider the information to be guiding rather than definitive.

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t: +44 (0)115 951 5559

e: [alternativeformats@nottingham.ac.uk](mailto:alternativeformats@nottingham.ac.uk)

# General information

Programme name

Full name

Name you want to be referred to

Male/female

IC number (passport for non-Malaysians)

Nationality

Date of birth (day/month/year)

Position in organisation

Department in organisation

Name of organisation

Address of organisation

Work telephone number

Mobile telephone number (personal)

Email (office)

Email (personal)

## Objectives

What do you hope to gain from this programme?

## Work experience

Please list your job roles starting with your current position. If all positions are in the same company, please give the major promotional sequence.

Name of organisation	Last position	From (year)	To (year)
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## Education

Please list highest qualifications obtained.

Name of institution	Qualification	Year obtained
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## Administration

Do you require a vegetarian diet? ☐ Yes ☐ No

How did you learn about this programme? ☐ Website ☐ Email notification ☐ Other (please specify)

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I confirm that all the information provided in this application is accurate:

Signature of applicant

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Date (day/year/month)

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