



# IP-Based Entrepreneurship

A large hexagonal graphic on the right side of the slide. The top portion of the hexagon shows a scenic view of a suspension bridge over a blue body of water, with a stone castle on a hillside in the foreground. The bottom portion of the hexagon is a dark blue/black area containing text.

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**2020**  
4-5-6-11-12-13  
SEPTEMBER  
ONLINE

Raising Awareness About  
IPR and Technology  
Transfer Activities

# MEET THE TRAINERS



**Atilla Hakan Özdemir**

Activities That Support  
Entrepreneurship and  
Create Awareness



**Serhat Dalkılıç**

Marketing  
Entrepreneurs'  
Technologies



**Mustafa Çakır**

Support Mechanisms to  
Foster Entrepreneurship:  
Effective Tools and  
Resources



**Semih Erden**

Supporting  
Entrepreneurs to Create  
Impact For Society

04-11.09.2020

### Activities That Support Entrepreneurship and Create Awareness

Trainer: Atilla Hakan Özdemir

- Entrepreneurial Universities and Academic Entrepreneurship
- Incubation and Acceleration Programs for Potential Entrepreneurs
- Increasing the visibility and recognition of incubation and acceleration programs in local entrepreneurship ecosystem
- Creating platforms for matching investors-entrepreneurs
- Monitoring and Assessment of Impact

06.09.2020

### Support Mechanisms to Foster Entrepreneurship: Effective Tools and Resources

Trainer: Mustafa Çakır

- Supports to Entrepreneurs for Development of Business Plans
- Design and establishment of incubation and acceleration programs in line with institutional strategies, technological developments and needs of the industry
- Defining selection criteria of incubation and acceleration programs and coordinating application process
- Coordinating support (mentoring, training, coaching etc.) targeting entrepreneurs participated in incubation and acceleration programs
- Supports to Entrepreneurs in post-incubator/accelerator phase (sales, investment, team development, administrative issues) to expand their commercialization targets

05.09.2020

### Promoting & Marketing of Entrepreneurial Technologies

Trainer: Serhat Dalkılıç

- Pitching Techniques for IP-Based Entrepreneurs
- Preparation Documentations for Entrepreneur – Investor Negotiation Processes
- Encouraging Entrepreneurs Accessing Public Grants
- Forming strategic Collaborations and Partnerships with industry
- Matching entrepreneurs with potential partners according to their commercialization action plan

12-13.09.2020

### Supporting Entrepreneurs to Create Impact For Society

Trainer: Semih Erden

- Why & when to start a startup?
- Evaluating entrepreneurial mindset of early stage inventors / entrepreneurs as KT professional
- Startup journey from idea to growth: What are the roles and limits of knowledge transfer professional?
- Adding value to startups as knowledge transfer professional: impact oriented mentoring vs coaching

# TRAINERS



## Serhat DALKILIC

Erciyes Technopark / Erciyes TTO, Kayseri  
IP Coordinator  
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Serhat DALKILIC is RTTP certificated Technology Transfer Expert and the Coordinator of IP Department at Erciyes Technology Transfer Office. He has been working at TTO more than 6 years and he is IPR Department Coordinator since the establishment of TTO in 2012.

He has BSc and MSc Degrees in Civil Engineering from Erciyes University. He received decent trainings about IP since 2012 and improved capability of IP business with these trainings. He is an European IPR Helpdesk Ambassador for Turkey.

He has experience in unusual and innovative licensing methods and strategies. He is an IP Trainer and he provides training for students, Academics, R&D Staff and Sector Professionals.

## Mustafa ÇAKIR, RTTP, EuKTS

IP and Licensing Expert/ Sabanci University  
TTO, Istanbul  
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Mustafa Çakır is an industrial engineer with 10 years experience in University- Industry collaborations, IP and Licensing. He has been involved in R&D&I related capacity building EU projects between 2008-2016 as part of his responsibilities at EGE University EBILTEM-TTO IPR and Licensing Unit Manager.

He was the Project expert in EPO led Project for disseminating IP in Universities, in house Project coordinator for TTO-Turkey and Progress TT projects as well as senior tech transfer specialist in Enterprise Europe Network (Ebic-EGE) Currently he is a Patent Attorney and IP Management and Licensing expert at Sabanci University TTO. He is also IP Help Desk Ambassador, LES International Vice-chair for external.

## Atilla Hakan Özdemir,RTTP,PMP

Technology Transfer Office Director /Bilkent University  
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Atilla Hakan Özdemir is a civil engineer. He has been working at Bilkent University Technology Transfer Office for 3 years as TTO director with commercialization of technology, IPR and licensing, Establishment of sustainable university-industry relations, entrepreneurship and startup formation and R&D Grants, projects and funding experience. He is also RTTP and PMP certificated. He has worked as R&D and Innovation Office Director, Assistant Professor, Project Manager, Environmental Projects Specialist, Technology Development Projects Specialist. He did his PhD in General Management at Hacettepe University

## Semih Erden,RTTP

Unit Manager/Ege University  
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Semih Erden has bachelors degree of International Relations at Ege University. He has been working at Ege University more than 8 years. He has been leading Entrepreneurship, Licensing, Business Development Unit with various responsibilities such as; building and execute entrepreneurship activities and programmes, leading business development of TTO in all relevant topics , part of IP commercialization team, project proposal preparation and management, building strategies for creating a better entrepreneurial ecosystem for the University, planning and managing region/country wide events