



IUSS

Scuola Universitaria Superiore Pavia



Netval

SCHOOL ON STUDENT ENTREPRENEURSHIP 2023: STEM + SSH

25 – 27 September 2023

Palazzo del Broletto, Pavia

www.iusspavia.it



RESEARCH VALORISATION

IUSS activities in the pro3fed6 context

Within the project "Le Scuole Superiori ad Ordinamento Speciale: istituzioni a servizio del Paese", which involves the six National Higher Schools, the University School for Advanced Studies IUSS of Pavia aims to strengthen the Third Mission by fostering relations with multiple stakeholders in order to promote cultural development and economic-social innovation, in particular in order to improve the impact of research and to boost technology transfer at national and international level, also through entrepreneurship projects.

For this purpose, the **IUSS School** is committed to promoting actions aimed at supporting students and researchers of all the Higher Schools in the development of an entrepreneurial approach in order to generate new business ideas that are clearly an enhancement of the skills acquired during the academic experience and research activities carried out.

Netval has been working since 2002 to disseminate the culture of exploitation of research results, to foster the creation and consolidation of the professional figure of the technology transfer manager (TT manager) and the organisation of facilities, offices, and services within Italian research centres and universities, dedicated to protecting and transferring research results, to promote the creation of new enterprises based on new knowledge and on the results of scientific and technological research. In this respect, Netval is also committed to supporting universities and research institutions towards the so-called Third Mission.



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THE COURSE

Why?

The course aims to generate greater awareness of the possibilities of exploiting research, by promoting a comparison between the hard sciences (which have always been considered rulers of technology transfer) and the social sciences and humanities, which today are increasingly involved in entrepreneurship.

Through training sessions on specific topics, tales of successful entrepreneurial experiences, and group works, we will try to make doctoral students and students of ordinary courses at High Schools - by their very nature devoted to research - more aware of the huge entrepreneurial possibilities of exploiting research results through the synergy of different skills.

The programme will include lectures on the subject of intellectual property, spin-off and start-up companies; discussion panels for the presentation of experiences and methodologies; group works on the application of the tools acquired during the course.

When?

From 25 to 27 September, 9 a.m. to 5.30 p.m.

Where?

At the IUSS School building, Palazzo del Broletto.
Piazza della Vittoria n. 15 - 27100 Pavia (PV)

Whom?

30 PhD and/or ordinary students attending a Higher School, reserving 5 seats for each School.

What does it cost?

The course is free of charge for participants. Organisational and teaching costs are paid by the IUSS School out of the Ministerial funds of the project mentioned above.

Accommodation and meals costs are borne by the student or by the school to which he/she belongs, according to internal regulations.

How to apply?

Applicants should submit by **31 July 2023** an **email to kto@iusspavia.it** with the subject line "**Bando KTO-2023-1 Imprenditorialità studentesca: STEM + SSH**", stating the School they belong to and attaching

- Curriculum vitae
- Motivational letter, specifying: i) current field of research ii) eventual business idea iii) eventual experience in the technology transfer area iv) eventual experience in business activities

In case the candidate proposes a business idea in which other potential candidates are involved, please mention it in the motivation letter.

Successful candidates will be informed by Thursday 31 August by a communication sent to the email address used to submit the application.

Personal data will be processed in accordance with current legislation. The information on the processing of personal data is available at <https://bit.ly/iuss01>



SCHEDULE

Monday 25 September 10.30 a.m. – 5.30 p.m.		
10.30 – 11.00	Welcome	Riccardo Pietrabissa Scuola IUSS
11.00 – 12.00	Third mission, knowledge transfer, spin-off companies and impact.	Giuseppe Conti Scuola IUSS e Netval
12.00 – 12.30	Involvement activities (why are you here, what do you expect, etc.)	Marcello Arosio Scuola IUSS
12.30 – 14.00	<i>Lunch</i>	
14.00 – 15.00	Introduction to Business Model Canvas	Francesca Farnararo (TBC) Università di Firenze
15.00 – 16.30	Group work: idea development and business proposal	Tutor: Farnararo, Arosio, Cristiano
16.30 – 17.30	Meet the STEM start-up	

Tuesday 26 September 09.00 a.m. – 5.30 p.m.		
09.00 – 10.30	Oxford debate - Value creation from research: STEM / SSH	Andrea Bonaccorsi (TBC) Università di Pisa Nicola Redi Vertis SGR
10.30 – 11.00	<i>Coffee Break</i>	
11.00 – 13.00	Development of the Business Model Canvas and investor pitch	Andrea Bonaccorsi (TBC) Università di Pisa Nicola Redi Vertis SGR
13.00 – 14.30	<i>Lunch</i>	
14.30 – 16.30	Group work: canvas implementation and pitch	Tutor: Arosio, Cristiano
16.30 – 17.30	Meet the SSH start-up	

Wednesday 27 September 09.00 a.m. – 4.30 p.m.		
09.00 – 11.00	Investor framework (pre-seeds, etc.) and focus on the financial part of the BM	Leonardo Massa MiTO Technology Misal G. Memeo Vertis SGR
11.00 – 11.30	<i>Coffee Break</i>	
11.30 – 13:00	Group work: canvas conclusion and pitch implementation	Tutor: Massa, Memeo, Arosio, Cristiano
13.00 – 14.30	<i>Lunch</i>	
14.30 – 16.00	Presentation of group works	Auditor: Massa, Memeo, Pietrabissa, Conti
16.00 – 16.30	Take home message	Riccardo Pietrabissa Scuola IUSS Giuseppe Conti Scuola IUSS e Netval