

This four-unit certificate is designed to help all researchers, and particularly those in science, medicine, pharmacy, engineering, design and information technology, expand their opportunities by developing their understanding of relevant aspects of business, finance and the law, and providing opportunities for networking.

The following areas will be covered in the course:

- The commercialisation processes and activities commonly employed to bring research-based innovation, ideas and inventions to the market.
- Intellectual property management.
- Interpersonal skills relevant to research commercialisation, including leadership, teamwork and presentation.
- An elective from a range of technical commercialisation areas including marketing, and accounting and finance.

## Course structure

### Students must complete three core units (18 points)

BTX9120	Intellectual property laws*
GSB9004	Accounting for business
GSB9100	Research commercialisation planning

### Students must complete one of the following units (6 points)

AFX9004	New venture finance
MKX9160	Foundations of marketing
MGX9600	Managing people and organisations

\* If BTX9120 is not available in a particular semester of study, students may substitute LAW7223 (Overview of intellectual property).

## Entry requirements

Students need to be currently enrolled in a higher degree by research: a research masters or a doctorate.

For a full list of the eligibility criteria, see:

[www.mrgs.monash.edu.au/research/cts/eligibility.html](http://www.mrgs.monash.edu.au/research/cts/eligibility.html)

## Enquiries and applications

To find out more about the course please visit our website:

[www.buseco.monash.edu.au/gsb/programs/commercialisation.php](http://www.buseco.monash.edu.au/gsb/programs/commercialisation.php)

For Commercialisation Training Scheme applicants, forms are downloadable from:

[www.mrgs.monash.edu.au/research/cts/forms.html](http://www.mrgs.monash.edu.au/research/cts/forms.html)

A separate course application form is not required for students applying for the scholarship.

Course code: 3841  
CRICOS code: 060356G

# Graduate Certificate in Commercialising Research



# What can an understanding of business do for your research career?

Want to be paid to take four months out of your research higher degree to develop skills to broaden the application of your research?

All Monash higher degree research students are invited to apply for the Graduate Certificate in Commercialising Research.

The course, introduced in 2007, aims to help students understand how the interests of business and science can come together, providing opportunities for the two sectors to communicate and support one another. Areas covered include intellectual property law, the commercialisation of research, and new venture financing.

The four unit course is normally completed full time.

For current closing dates and application procedures, go to:

[www.mrgs.monash.edu.au/research/cts/forms.html](http://www.mrgs.monash.edu.au/research/cts/forms.html)

## Scholarships

Commonwealth Government funded scholarships are available for students under the Commercialisation Training Scheme.

These scholarships cover all tuition fees for the course and may include a living allowance or stipend scholarship for eligible students.

## Course delivery

Classes will be held at the Caulfield campus. Units may be delivered in weekly classes or through intensive sessions. The course combines engaging discussions, simulations, tutorials, industry visits and talks with industry specialists.



Nada Abubakr is employed as a Business Development Associate for the Faculty of Engineering at Monash University.

“The CTS program was extremely helpful in bridging the gap between my postgraduate research experience and the research commercialisation world.

I was given the opportunity to build a commercialisation plan for my research, and this was a great insight on how Business Development Managers can evaluate the commercial potential of research and add value to move it from the lab to the market.

The knowledge I have gained from this course has given me the confidence to pursue a career in commercialisation. Following my Masters by research program, I have undertaken a 10-month internship with the Trans Tasman Commercialisation Fund, and have recently started my new position as a Business Development Associate with Monash University.

I highly recommend the course to others who are interested in applying their research/analytical skills in other areas such as commercialisation.”



Nisha Antony is a PhD student at the Monash Institute of Medical Research in the Faculty of Medicine, Nursing and Health Sciences.

“The program was indeed challenging but interesting and value-enhancing, so I was able to maintain my enthusiasm, motivation and was able to overcome any hurdles.

The Graduate Certificate in Commercialising Research (GCCR) program offered a scholarship to support my tuition and living expenses. For the GCCR program it was useful to have lecture resources online, especially online lectures for law were extremely useful for exam revision.

Through the GCCR program I have developed business knowledge and skills, in order to better my career in research. The course covered a wide range of subjects like intellectual property law, commercialisation of research and new venture financing that are important in both academic and industrial research platforms.

I would highly recommend this course as it enables students like me to expand further options to maximise our careers after our PhD that is not restricted to the field of scientific research or even improving the quality and value of laboratory research.