

Entrepreneurship for Physicists and Engineers from Developing Countries

Workshop Programme, 17 March – 21 March 2008

Abdus Salam International Centre for Theoretical Physics, Trieste, Italy

This one week residential workshop on '**Entrepreneurship for Physicists and Engineers from Developing Countries**' is designed for physicists in developing countries who would like to learn entrepreneurial/commercialisation skills. The development of entrepreneurial skills and attitudes now form a vital part of the education programme. The aim of the workshop is to foster the culture of enterprise that will help physicists in their careers help them make positive contribution to the economy of their countries.

Vital aspects of the workshop include: how to spot opportunities, identification of market need, how to protect intellectual property, need for confidentiality, patenting, how to bring developments to market, licensing, raising capital, funding, venture capitalist route, legal issues, incubation, etc. This workshop will also provide delegates an opportunity to engage with successful role models who are expert in their field and to discuss real life issues, barriers and challenges. A number of case studies will be discussed providing an excellent opportunity to understand the issues involved and to identify the best practice from the example. Various transferable skills like negotiation, interpersonal and communication can be learned from the group activities and networking.

The workshop is organized by the International Union of Pure and Applied Physics, the Abdus Salam International Centre for Theoretical Physics, the Institute of Physics and the European Physical Society.

Grant Application & Registration

Grant Application Deadline: 15 December 2007

Grants are available to delegates from developing countries to cover the subsistence cost and travel expenses.

The application form may be downloaded from

<http://www.ictp.it/~smr1996>

and should be sent to Ms. Suzie Radosic (see below for full details) and should include:

- name, address, and other contact details (email, telephone, fax);
- a brief summary of qualifications and career to date;
- a short statement (up to 250 words) describing why the workshop will be useful to you;
- a letter of support from a referee;
- amount required to cover travel expenses.

Applicable only to candidates who are nationals of, and working in, a developing country, and who are not more than 45 years old.

DUE TO VERY LIMITED FUNDS, PRIORITY WILL BE GIVEN TO CANDIDATES COVERING 50% OF THEIR OWN TRAVEL EXPENSES.

Please return your application by mail, fax or email latest by **15 December 2007**.

NOTE: Successful applicants will be notified within one month of the closing date. Due to the number of applications received we are unable to notify unsuccessful candidates. If you have not heard from us within one month of the closing date, you may assume that your application has been unsuccessful. All the selected delegates will be informed by end of January 2008.

Applications should be submitted to:

Entrepreneurship for Physicists and Engineers from Developing Countries (smr1996)
(c/o Ms. Suzie Radosic), The Abdus Salam International Centre for Theoretical Physics,
Strada Costiera 11, 34014 Trieste, Italy, Tel: 39 040 2240226, Fax: +39 040 22407226,
Email: smr1996@ictp.it Web page: <http://www.ictp.it/~smr1996>

