

B3



Commercialisation and transfer of the results of a research, R&D and innovation strategy

Commercialisation is the process of “making research results, knowledge and skills usable and marketable”. (Conseil National d’Evaluation de l’enseignement supérieur).

The focus is therefore on transferring results to socioeconomic and cultural sectors, and the dissemination of knowledge through expertise, scientific publishing and open science.

RNCP

COMMERCIALISATION AND TRANSFER OF THE RESULTS OF A RESEARCH, R&D AND INNOVATION STRATEGY

- **Implement transfer procedures and/or mechanisms and/or methods** to exploit and derive value from results and products in economic and social sectors
- **Comply with the rules of professional conduct concerning intellectual and industrial property** related to a sector
- **Implement all national and international publication** and/or patent systems to promote new knowledge and expertise
- **Leverage “open data” communication techniques** and, more generally, open science principles, to promote approaches and results

Examples of competencies

- Identify possible ways to transfer results, marketable objects, knowledge to be protected, applications
- Understand the value of your results and work, and your role in a team
- Give a structured presentation / summary tailored to a specific aim (e.g. dissemination, publication, commercialisation, seeking partners and funding)
- Analyse your project through the lens of the intellectual property rules for the sector; Apply the sector’s conduct and integrity rules (e.g. in expertise, partnership and publishing activities), and confidentiality rules
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- **SER:** analyse your project through the lens of socioeconomic and environmental impacts, and apply the relevant ethical principles
- **Soft skills:** ability to convince others, daring to express thoughts that may be judged and criticised, ability to express constructive criticism in a positive way



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TO HELP
GET YOU
THINKING

For each competency you feel you have developed:

- Would you say that you have simply been **introduced** to it (you have heard about X), or that you have achieved **proficiency** (you are able to do it), **or an advanced level** (you could pass on this competency and train someone)? Explain fully, with factual details to support your assessment.
- **Based on a professional situation/situations you've experienced**, explain in detail
 - How this situation helped you develop this competency (provide factual details, evidence)
 - What you found easy/difficult; did you need help? For what, precisely, and would you still need help today?
 - Were you the leader, or did you follow others, and to what extent?
- **How would you discuss this competency and these examples with people outside of academia (friends or recruiters)** in a convincing way? What would you highlight?

▲ What examples of professional situations can you provide?

- Have you been involved in partnership agreements (research and/or public), participatory research (e.g. citizen involvement)? What did you get out of this experience? What did you contribute?
- Have you carried out expert or consulting missions within or outside the academic environment?
- Have you presented your research at symposia or conferences? How did you feel when questions were asked? How did you respond? Have you published in an international or national context? Have you been the driving force in writing a paper?
- Have you sought to publish in open access (e.g. HAL, laboratory notebooks, data deposit platforms, data sets)
- Have you had to convince a partner or other stakeholders about your SER impact or the ethical conduct of your research?

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▲ Have you completed training that has helped you strengthen your competency in this area? If so, how?

- Think about training courses completed through the College, offered or recognised by the Doctoral School or in-house training offered by your laboratory or employer
- Explain; see the course catalogue for the College and your Doctoral School

TO HELP YOU PREPARE YOUR REGULAR ASSESSMENT FOR THIS AREA

- **Identify a strength you have** acquired this year
- **Identify an area you would like to improve** over the coming year and how you plan to do so (training, activities etc.)