GERMANY ITALY SWITZERLAND SWEDEN ISRAEL

INTERNATIONAL ANALYSIS OF TECHNOLOGY TRANSFER OFFICES

PUSH FACTORS

IDEAL-DRIVEN: Increase transfer

- Make research results more useful to the public and broaden their application
- Respond to customer needs and market demands

PRACTICAL

- Salary
- Contract duration
- Conflicts with supervisors

PULL FACTORS

IDEAL-DRIVEN: The common good

- Create benefits for particular groups
- Protect the environment
- Create new jobs and strengthen the local economy

PRACTICAL

- Capitalize on research
- Advance career
- Achieve recognition
- See research “in action”
- Personal fulfillment

“I didn’t want for it to just ‘be left to rot on the vine’. […] I see it way too often how great research results never find their way into industry. And not because they’re not good enough, but because apparently, there are all these obstacles to make sure they never do. […] And so I said, ‘Alright. I guess the only choice is to do it myself’.” — Female University Founder

GENDER PREVALENCE

Female academic entrepreneurs are often driven by the ideal of applying research results for the benefit of the common good. Financial incentives are relatively unimportant for female academic entrepreneurs and were often actively negated without being prompted.

Male academic entrepreneurs are often driven by their career aspirations such as professional development, financial success, and recognition.

“…we may be too idealistic here, my co-founder and I. Our goal is not to make more profit. That couldn’t be all there is to it.”

“Commercialization provides the rare opportunity to improve at least your own financial prospects. The common good, yeah, that’s a good point. I’d never thought of that before.”

METHODOLOGY & SAMPLE

QUALITATIVE APPROACH

INTERVIEWS:
10 minutes, face-to-face, semi-structured

METHOD OF ANALYSIS:
Qualitative content analysis following Mayring (2010)

SAMPLE

ORGANISATION

- UNIVERSITY
- PUBLIC RESEARCH ORGANISATION
- OTHER

INDIVIDUALS:
- 40 scientists from German universities and public research organisations, STEM background

MOTIVES

Capitalize on research
Advance career
Achieve recognition
See research “in action”
Personal fulfillment

Create benefits for particular groups
Protect the environment
Create new jobs and strengthen the local economy

1 BUSINESS IDEA AND CONCEPT
2 LACK OF SUPPORT FROM MANAGERS AND PEERS
3 LACK OF TIME AND FINANCIAL RESOURCES
4 LACK OF HUMAN RESOURCES
5 STRICT REQUIREMENTS OF FUNDING PROGRAMMES

CONTRASTS

EXCHANGE MEETINGS WITH ALUMNI, EXPERIENCED FOUNDERS, AND RELEVANT STAKEHOLDERS
TRAININGS AND CONSULTING PROGRAMMES LINKING BUSINESS ADMINISTRATION AND STEM DISCIPLINES
TIPS WITH EXPERTS, EXPERIENCED FOUNDERS, AND RELIABLE NETWORKS
MORE TIME AND FREEDOM FOR THE DEVELOPMENT OF IDEAS
RETURN OPTIONS, FLEXIBLE SOLUTIONS AND TRANSITION MODELS
ESTABLISHMENT OF AN ENTREPRENEURIAL CULTURE AT AN EARLY STAGE

DESIRED SUPPORT

TOP SUPPORT OPTIONS FOWR WOMEN

TOP SUPPORT OPTIONS FOR MEN

INTERNATIONAL ANALYSIS OF TECHNOLOGY TRANSFER OFFICES

As female and male scientists differ in their motivations and the constraints they experience, specific TTO support measures are necessary in order to address their diverse needs. Based on interviews with 34 individuals in 27 different research organisations, however, we conclude that current support measures do not account for gender-specific needs.