## APRIL 7TH - MAY 25TH 2022
University School for Advanced Studies IUSS
Aula Magna - Sala del Camino -Palazzo Broletto - Piazza della Vittoria, 15 Pavia
Collegamento su piattaforma Zoom

### Training Pills

**TECHNOLOGY TRANSFER AND RESEARCH VALORIZATION**

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Title</th>
<th>Speaker(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>THURSDAY, 7TH APRIL</td>
<td>11:00-12:00</td>
<td>Research innovation and valorization strategies (General definitions of patents, trade secrets, public domain; licensing in-out)</td>
<td>PROF. RICCARDO PIETRABISSA</td>
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<tr>
<td>TUESDAY, 19TH APRIL</td>
<td>11:00-12:00</td>
<td>Internal IP rules and regulation</td>
<td>DR. ANNA DELL’ANGELO</td>
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<tr>
<td></td>
<td>12:00-13:00</td>
<td>Research innovation and valorization strategies (National and international registration procedures; prior art research, database comparison)</td>
<td>PROF. MASSIMILIANO GRANIERI</td>
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<tr>
<td>WEDNESDAY, 25TH MAY</td>
<td>11:00-12:00</td>
<td>Business plan and Canvas model: from the idea to the market</td>
<td>ANDREA PICCALUGA</td>
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<td>12:00-13:00</td>
<td>Spin-offs, investment funds and venture capital</td>
<td>LEONARDO MASSA</td>
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### People

- **Riccardo Pietrabissa**
  - Dean
  - University School for Advanced Studies IUSS Pavia

- **Giuseppe Conti**
  - General Director
  - University School for Advanced Studies IUSS Pavia

- **Massimiliano Granieri**
  - Professor of Comparative Private Law
  - University of Brescia

- **Shiva Loccisano**
  - Technology Transfer and Industry Relations Manager
  - Politecnico di Torino

- **Andrea Piccaluga**
  - Director of Management Institute
  - Sant’Anna School of Advanced Studies - Pisa

- **Luigi Cristiano**
  - Technology transfer and research valorization
  - University School for Advanced Studies IUSS Pavia

- **Anna Dell’Angelo**
  - Technology transfer and research valorization
  - University School for Advanced Studies IUSS Pavia

- **Leonardo Massa**
  - Investment Manager at Progress Tech Transfer MITO Technology S.r.l.