Technology Transfer Professionals United States

By

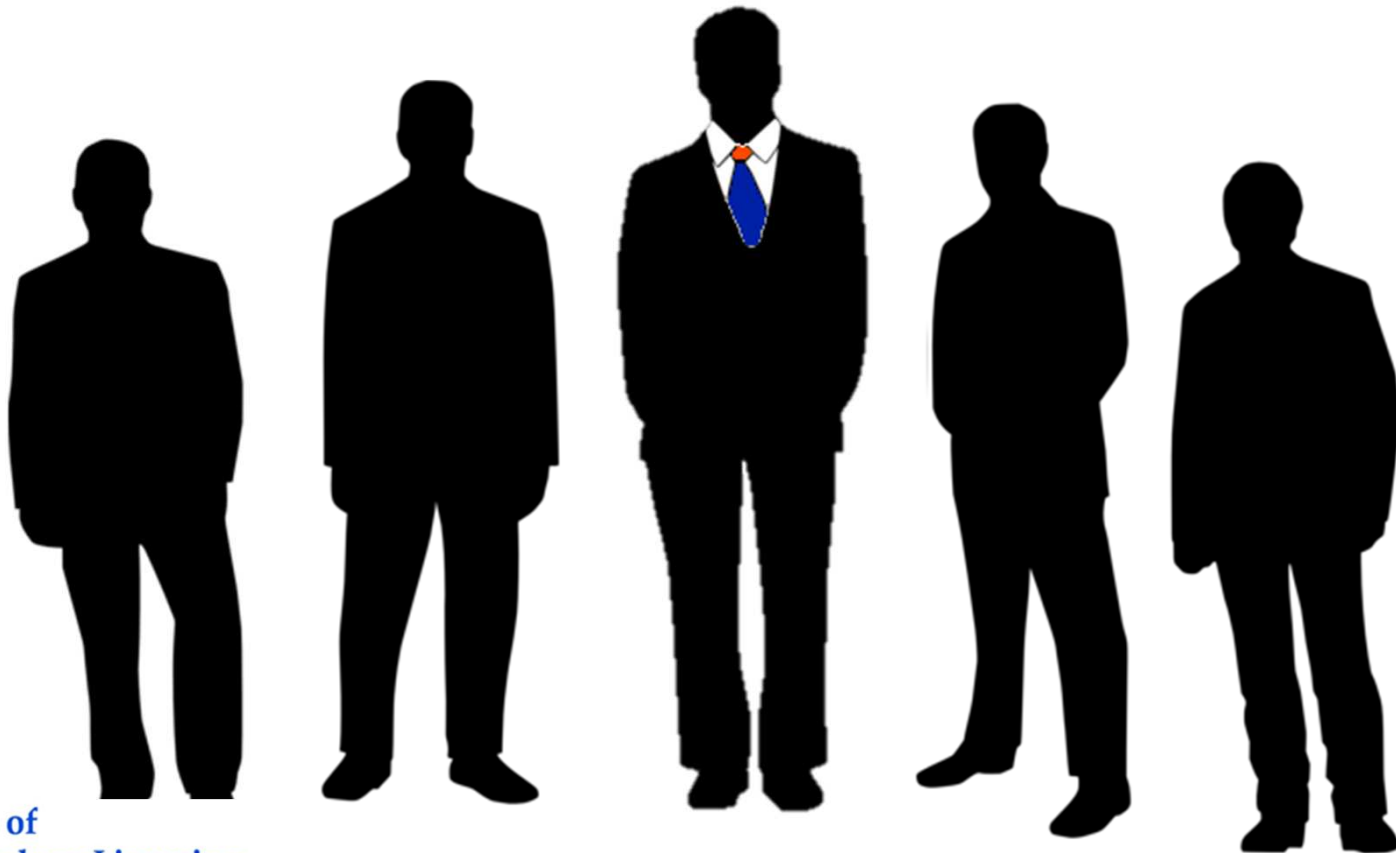### Jane M. Muir
University of Florida
Association of University Technology Managers (AUTM)
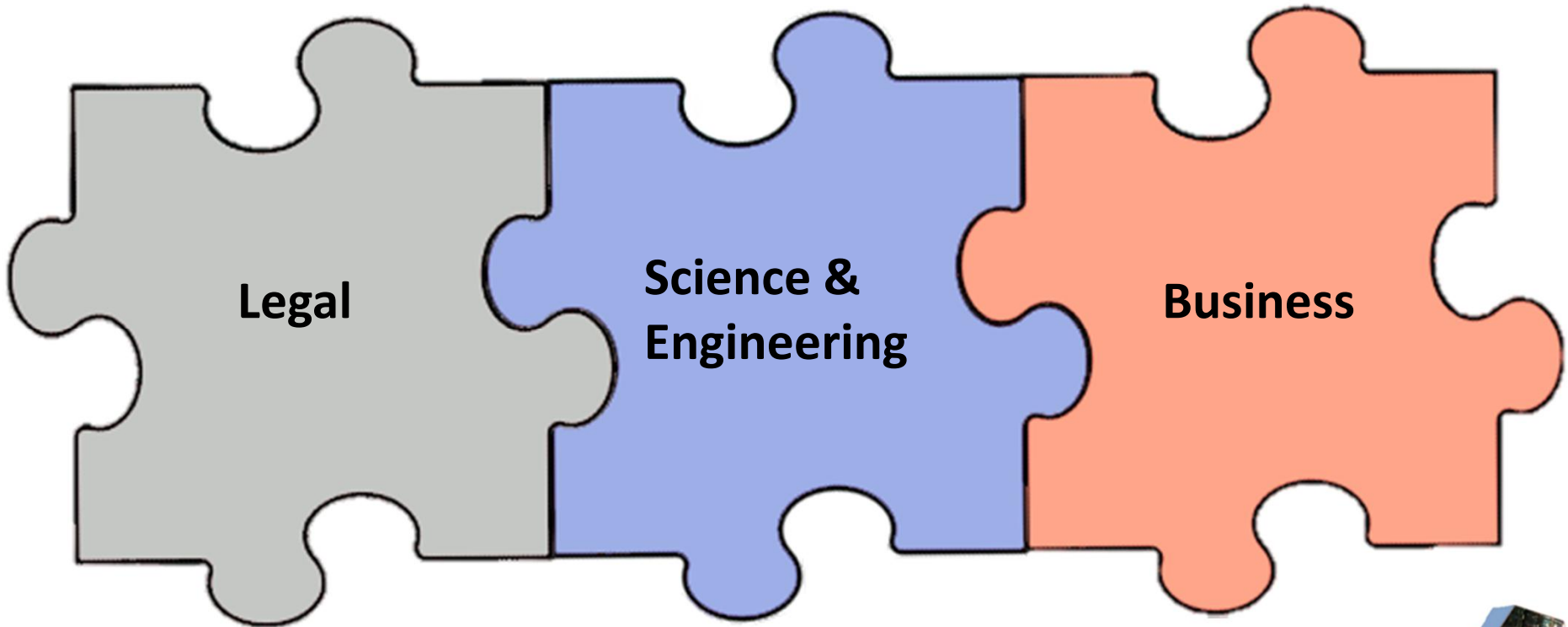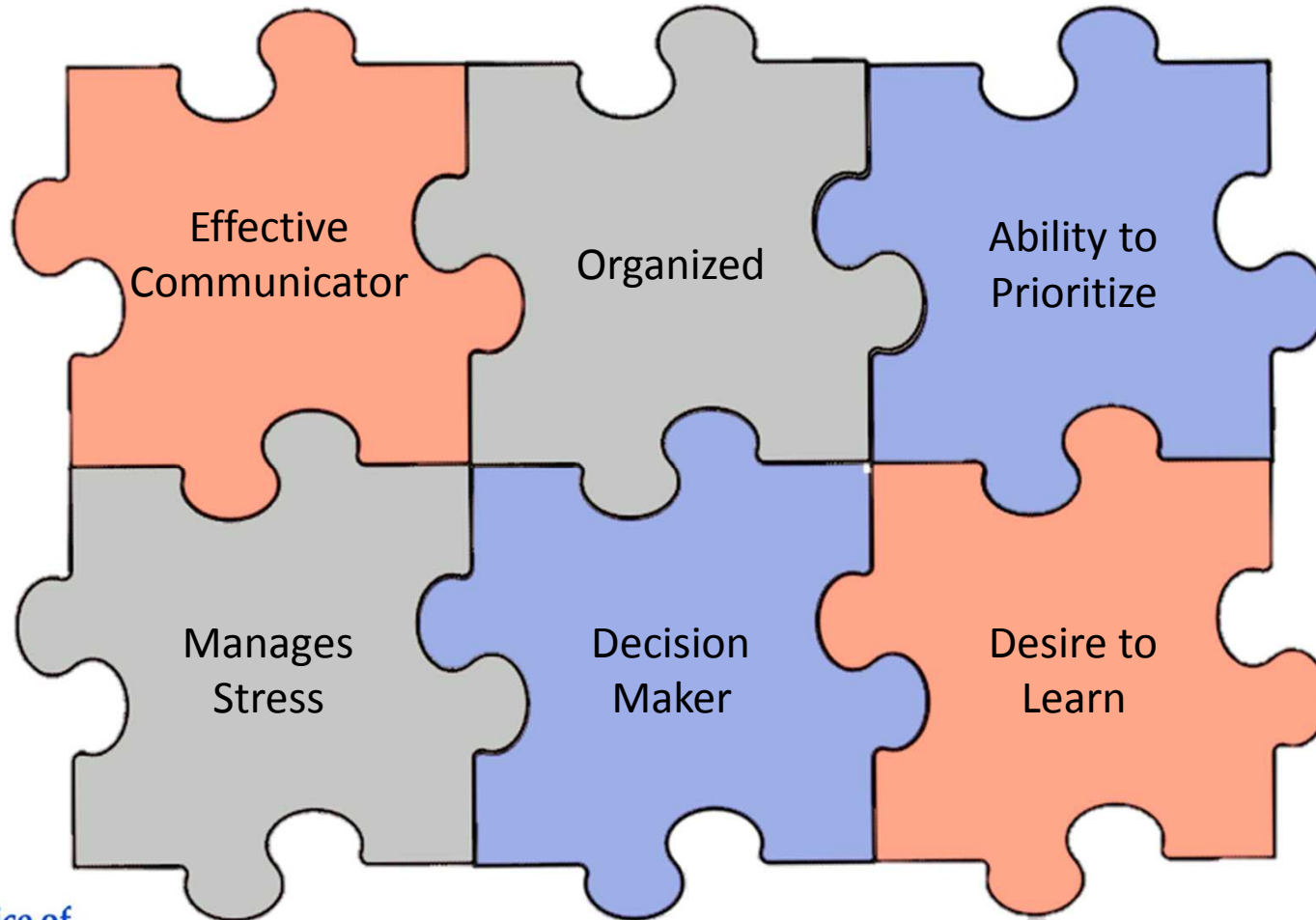
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Fundamental:

Find the Right Person for the Job

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Three Skill Sets for Technology Transfer Professionals

Legal

Science & Engineering

Business

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Personality is Also Fundamental

Effective Communicator

Organized

Ability to Prioritize

Manages Stress
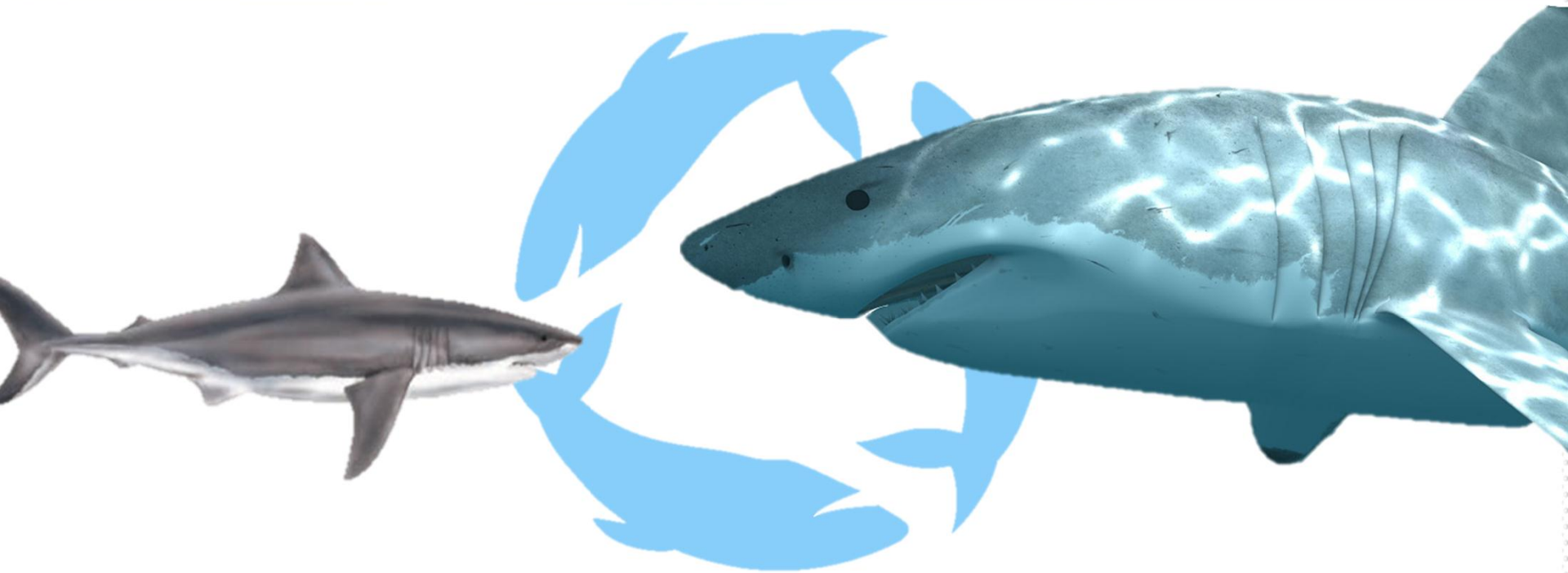
Decision Maker

Desire to Learn

UF's Approach to Training

- Job shadow seasoned staff

- Self-select natural mentor

- Standard Operating Procedures (SOP's)

- Regular one-on-one with Director

- AUTM Training

- Oversight on initial licenses

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Time to Sink or Swim!

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Cut your losses early

– Do it for the rest of the office

Thank you, and good luck!

Jane M. Muir

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