

# **A Philosophy of Licensing and Technology Transfer for Academic and Nonprofit Research Institutions**

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I am grateful to have been asked, as 2005 AUTM president, to author an introductory chapter in this edition of the *Technology Transfer Practice Manual*. The *TTP Manual* is one of association's most important and most utilized publications in technology transfer offices, and organizations literally throughout the world have embraced the manual in major ways. As an example, AUTM was pleased to partner with Taiwan's Association of Science and Technology Professionals (ASTP) pursuant to ASTP's interest in translating the *TTP Manual* into Chinese. Similar discussions are under way in other technology transfer organizations outside the United States and with at least one group heavily involved in technology transfer for least developed countries. It is, thus, an honor and a challenge to discuss a philosophy of licensing with esteemed colleagues in the U.S. and abroad who I know make constant use of the *TTP Manual* and who are already partnering with AUTM in so many ways.

I have been a technology transfer director for eighteen years at three *very* different universities (a large private university dominated by life sciences, a large public land grant university with strong engineering and agriculture and no medical school, and a large public flagship university with multiple strengths, especially the life sciences.) This background is offered *not* as a case study of one person's career development—but rather to establish a contextual basis of how my background and experience have shaped my

philosophy of licensing.