

Policies and Procedures for the Distribution of Licensing Income

T. Allen Morris, PhD, MBA, CLP

T. Allen Morris, PhD, MBA, CLP, is assistant director at Virginia Commonwealth University Technology Transfer in Richmond, Virginia.

Each technology transfer office has its own policies and procedures for distributing licensing or royalty income to inventors and their departments. Taking care of this administrative task in a fair, consistent, and timely manner may not generate accolades from recipients of the income. However, failure to distribute licensing income properly will likely generate unfavorable responses from the stakeholders of the income. This chapter provides a framework to help technology transfer professionals smoothly carry out this important task.