

New UT Graduate Course: **TECH COMMERCIALIZATION**

Want to learn how to commercialize your research?

UT now has a new two-course sequence that will guide you through the process of assessing the business potential of commercializing technology and how to launch a new venture.

COURSE 1 (MGT 595): INTRODUCTION TO TECHNOLOGY COMMERCIALIZATION

This **Spring 2024** course covers:

- Technology Commercialization - Overview
- Opportunity Analysis
- Customer Discovery
- Business Models
- SBIR's and Capital Funding Sources
- Presentations

COURSE 2 (ENT 551): NEW VENTURE PLANNING

This **Fall 2024** course covers:

- New Venture Teams
- Choice of Entity
- Organizational & Operational Strategies
- Financial Modeling & Budgeting
- Taxes & Regulations
- Valuation & Funding Strategies

Who Can Take These Courses?

Any currently enrolled University of Tennessee graduate student with technical expertise who wants to understand how to commercialize their technology.

Why Take These Courses?

Learn the entrepreneurial process that moves from ideation into opportunity recognition and business model development, operations, finance and funding sources, and growth strategies for your technology.

