Commercializing Science at Harvard Business School

Innovative Harvard Business School course open to all Harvard graduate students (science, engineering, technology, medical, law, and policy students are especially encouraged to attend); undergrads and auditors also welcome, subject to approval).

Presented by Professor Vicki Sato

Commercializing Science

Fall 2012, Wednesdays from 3:30 – 6:00 pm, September 5th-December 12th (Orientation and Registration for Non-MBA students will be from 2 – 3 PM, September 5th - location TBD).

This course has evolved over four years to be unique as students are selected from Harvard's schools of business, medicine, science, engineering, law, public health, government, and teaching hospitals. The focus is on inventing breakthroughs, working with other professions such as science, medicine, and law, and moving research from the lab to the market place. A center piece of the course is a multi-disciplinary team project to create the plan for commercializing research from a university or private sector lab. Final presentations of the projects will be attended by Harvard faculty, alums and local venture capitalists. Students will:

~ **Work** with cross-disciplinary teams to develop commercialization plans for breakthroughs in biotech, nanotechnology, information technology, and clean technologies. Teams will present findings to venture capitalists later in the Fall term (some prior projects have received funding).

~ **Learn** where breakthroughs are most likely to occur and how to increase an organization’s chances of inventing a breakthrough.

~ **Assess** the strategy and tactics that are necessary for science-based businesses to thrive.

~ **Evaluate** what makes an effective science-business leader

~ **Explore** the strategic, operational, and ethical issues that arise in the development of companies that aim to commercialize breakthrough innovation.
~ **Invent** and execute both profit and not-for-profit business models, based on Harvard breakthroughs.

~ **Enter** business plan contests in the Boston area (and in particular, the HBS contest, for which the Office of Technology Development has provided separate prizes for the best plan based on Harvard research).

Projects from this course have gone on to compete successfully in business plan competitions (winners of both Harvard and MIT competitions in the overall and life science tracks for the past 4 years). Other project teams have successfully funded entrepreneurial ventures.

*To enroll, please email Robin Smith ([rosmith@hbs.edu](mailto:rosmith@hbs.edu)) for information. For course enquiries, email Professor Sato ([vsato@hbs.edu](mailto:vsato@hbs.edu)).*