Transfer of knowledge from the lab to the market. Edition No. 1

Description: Although Technology Transfer Offices (TTO) only has been working for approximately ten years in Spain this figure is receiving a growing interest from academics. The goal of this book is analyze this phenomenon in Spain. The first Chapter develops a general simple benchmark that permits the analysis of the TTO's role and how they produce and commercialize their outputs, Research contracts, Licenses and University Spin-offs (USO). In particular, those contributions come from the new advances in the micro economic analysis of TTOs. The subsequent two chapters analyze the case of USOs, a sub-product of TTOs and an under-explored issue in Spain. A primary Spanish sample of USOs and a comparison sample of high-technology independent start-ups were collected. The dataset is composed by 71 new ventures (43 of those are USO). The evidence presented stresses that USOs receive more facilities at the founding and these initial advantages seem to be maintained at the moment of receiving public or venture capital funds. Besides, the lack of managerial skills of academic entrepreneurs is an impediment for growing.

Ordering: Order Online - http://www.researchandmarkets.com/reports/1908756/

Order by Fax - using the form below

Order by Post - print the order form below and send to

Research and Markets,
Guinness Centre,
Taylors Lane,
Dublin 8,
Ireland.
**Fax Order Form**

To place an order via fax simply print this form, fill in the information below and fax the completed form to 646-607-1907 (from USA) or +353-1-481-1716 (from Rest of World). If you have any questions please visit [http://www.researchandmarkets.com/contact/](http://www.researchandmarkets.com/contact/)

**Order Information**

Please verify that the product information is correct.

- **Product Name:** Transfer of knowledge from the lab to the market. Edition No. 1
- **Web Address:** [http://www.researchandmarkets.com/reports/1908756/](http://www.researchandmarkets.com/reports/1908756/)
- **Office Code:** SCD2RGHR

**Product Format**

Please select the product format and quantity you require:

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Hard Copy (Paper back)</th>
<th>USD 56 + USD 29 Shipping/Handling</th>
</tr>
</thead>
</table>

* Shipping/Handling is only charged once per order.

**Contact Information**

Please enter all the information below in **BLOCK CAPITALS**

- **Title:**
  - Mr
  - Mrs
  - Dr
  - Miss
  - Ms
  - Prof

- **First Name:** __________________________________________
- **Last Name:** __________________________________________
- **Email Address:** *______________________________*
- **Job Title:** _________________________________________
- **Organisation:** ______________________________________
- **Address:** __________________________________________
- **City:** _____________________________________________
- **Postal / Zip Code:** _________________________________
- **Country:** __________________________________________
- **Phone Number:** _____________________________________
- **Fax Number:** _________________________________________

* Please refrain from using free email accounts when ordering (e.g. Yahoo, Hotmail, AOL)
Payment Information

Please indicate the payment method you would like to use by selecting the appropriate box.

☐ Pay by credit card: You will receive an email with a link to a secure webpage to enter your credit card details.

☐ Pay by check: Please post the check, accompanied by this form, to:
Research and Markets,
Guinness Center,
Taylors Lane,
Dublin 8,
Ireland.

☐ Pay by wire transfer: Please transfer funds to:
Account number 833 130 83
Sort code 98-53-30
Swift code ULSBIE2D
IBAN number IE78ULSB98533083313083
Bank Address Ulster Bank,
27-35 Main Street,
Blackrock,
Co. Dublin,
Ireland.

If you have a Marketing Code please enter it below:

Marketing Code: __________________________

Please note that by ordering from Research and Markets you are agreeing to our Terms and Conditions at http://www.researchandmarkets.com/info/terms.asp

Please fax this form to:
(646) 607-1907 or (646) 964-6609 - From USA
+353-1-481-1716 or +353-1-653-1571 - From Rest of World