



IP-Based Entrepreneurship



MEET THE TRAINERS



Atilla Hakan Özdemir

Activities That Support
Entrepreneurship and
Create Awareness



Serhat Dalkılıç

Marketing
Entrepreneurs'
Technologies



Dr. Orkun Başkan

Support Mechanisms to
Foster Entrepreneurship:
Effective Tools and
Resources



Semih Erden

Supporting
Entrepreneurs to Create
Impact For Society

23-24.06.2022

Activities That Support Entrepreneurship and Create Awareness

Trainer: Atilla Hakan Özdemir

- Entrepreneurial Universities and Academic Entrepreneurship
- Incubation and Acceleration Programs for Potential Entrepreneurs
- Increasing the visibility and recognition of incubation and acceleration programs in local entrepreneurship ecosystem
- Creating platforms for matching investors-entrepreneurs
- Monitoring and Assessment of Impact

25.06.2022

Support Mechanisms to Foster Entrepreneurship: Effective Tools and Resources

Trainer: Dr. Orkun Başkan

- Supports to Entrepreneurs for Development of Business Plans
- Design and establishment of incubation and acceleration programs in line with institutional strategies, technological developments and needs of the industry
- Defining selection criteria of incubation and acceleration programs and coordinating application process
- Coordinating support (mentoring, training, coaching etc.) targeting entrepreneurs participated in incubation and acceleration programs
- Supports to Entrepreneurs in post-incubator/accelerator phase (sales, investment, team development, administrative issues) to expand their commercialization targets

30.06.2022

Promoting & Marketing of Entrepreneurial Technologies

Trainer: Serhat Dalkılıç

- Pitching Techniques for IP-Based Entrepreneurs
- Preparation Documentations for Entrepreneur – Investor Negotiation Processes
- Encouraging Entrepreneurs Accessing Public Grants
- Forming strategic Collaborations and Partnerships with industry
- Matching entrepreneurs with potential partners according to their commercialization action plan

01-02.07.2022

Supporting Entrepreneurs to Create Impact For Society

Trainer: Semih Erden

- Why & when to start a startup?
- Evaluating entrepreneurial mindset of early stage inventors / entrepreneurs as KT professional
- Startup journey from idea to growth: What are the roles and limits of knowledge transfer professional?
- Adding value to startups as knowledge transfer professional: impact oriented mentoring vs coaching

TRAINERS



Atila Hakan Özdemir, RTTP, PMP

**Technology Transfer Office Director/
Bilkent University**
ahozdemir@gmail.com

Dr. Özdemir received his BSc degree in Civil Engineering from the Middle East Technical University in 2000. He acquired his MBA degree at Bilkent University in 2002 and PhD degree in Finance at Hacettepe University in 2012. He worked as Assistant Inspector at Finansbank A.S. between 2002 - 2003 and as Project Manager at Technology Development Foundation of Turkey (TTGV) between 2004 - 2014. He has experience in R&D and innovation policies, project management (funded by national and international organizations (The World Bank, EU, UNDP, UNIDO), technology transfer and commercialization, company valuation, entrepreneurship, venture capital, seed capital, start-ups and SMEs. Between 2014-2016, Dr. Özdemir worked as the Director of the R&D and Innovation Office of Abdullah Gul University (AGU) (responsible from technopark and technology transfer office) and Assistant Professor at AGU School of Leadership and Management. He is also an internationally certified project management professional (PMP, by PMI). Dr. Özdemir is currently working as the TTO Director of Bilkent University.

Dr. Orkun Başkan, Ph.D., RTTP

**ARINKOM/Technology Transfer Group Manager,
TTO Vice Director**
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Orkun Başkan is an industrial engineer with 10 years experience in technology commercialization. He is Technology Transfer Group Manager/TTO Vice director at ARINKOM Technology Transfer Office. He is leading University and Industry Cooperation team, IPR and Licensing team and Entrepreneurship & Venture team. He provides technical assistance on joint projects, licensing of patents and the establishment of new companies focusing on technology transfer management, technical and financial reporting, finding investment, finding partners and negotiations. Orkun Başkan has sound expertise in IPR, Technology Valuation, Technology Commercialization, Technology Transfer Methods, Entrepreneurship & Incubation, Acclector programs, deep-techs, University and Industry Cooperation, National Projects Funds, R&D Management and Innovation Management. Orkun Başkan has the status of RTTP (Registered Technology Transfer Professional). He holds a Ph.D. degree and teaches techno-entrepreneurship and innovation management related courses at Eskisehir Technical University.

Serhat Dalkılıç, RTTP

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Serhat DALKILIC is RTTP certificated Technology Transfer Expert and the Coordinator of IP Department at Erciyes Technology Transfer Office. He has been working at TTO more than 6 years and he is IPR Department Coordinator since the establishment of TTO in 2012.

He has BSc and MSc Degrees in Civil Engineering from Erciyes University. He received decent trainings about IP since 2012 and improved capability of IP business with these trainings. He is an European IPR Helpdesk Ambassador for Turkey.

He has experience in unusual and innovative licensing methods and strategies. He is an IP Trainer and he provides training for students, Academics, R&D Staff and Sector Professionals.

Semih Erden, RTTP

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Semih has over 10+ years of experience in technology commercialization. He was Unit Manager of Entrepreneurship Unit at Ege University Technology Transfer Office. He has structured and coordinated Ege Technopark Incubation Center, home to over 50 start-ups, generating \$16million in revenue between 2016-2020. He has vast experience in designing and managing startup support programs, accelerators, and related ecosystems at large. Semih has deep curiosity and passion for entrepreneurship. He is sought after mentor by startups, focusing his experience mostly in business development, sales generation, fundraising, team management, and KPI-based monitoring. An entrepreneur himself, he was a co-founder with Gixal, a hardware start-up. Although Gixal's ultimate commercial failure was a source of disappointment, the experience has been a valuable teacher. As a second-time entrepreneur, Semih is a partner at BPREG, an advanced materials startup focused on nature-based composite technologies. Semih is a Registered Technology Transfer Professional-RTTP since 2018. He is also a member of Licensing Executives Society Turkey.