



University of Cyprus
Department of Business and
Public Administration



University of Cyprus
MBA Program

The Department of Business and Public Administration
invites you to a guest lecture
by

Dr. Jeff Skinner

Executive Director of the Institute of Entrepreneurship and Private Capital

“Melding new tech-venture teams”

The lecture will take place on

Monday, May 30th, 2022
4:30– 5:30 p.m.

Place: Room B223 (MBA amphitheater), Building: FEB 01 (floor: -2)

THE LECTURE IS OPEN TO THE PUBLIC

Abstract:

Many universities are being driven – by their students and government paymasters – to do more to facilitate the commercialisation of home-grown technologies and entrepreneurial opportunities. Such facilitation generally involves providing sources of financial and human capital. In this talk I focus on *human capital* – ways in which universities can add expertise and build teams around promising technologies. Great technology lurks in every university waiting for someone to do something useful with it. Since most disruptive technology has a large ‘know-how’ component, that ‘someone’ has to be the researcher him or herself. The problem is that most aren’t interested in developing the commercial potential of their technology and those that do don’t know how to. Technology Transfer Offices or commercial training programs are being used to address these challenges. Another solution, which I’ve been trialing at London Business School this year - is to socially engineer teams that combine research (PhD?) and commercial (MBA?) expertise. This is also fiendishly difficult to pull off since effective teams need mutual chemistry, trust, knowledge and respect, all of which rely on the gradual building of social capital. However, the results can be spectacular when you successfully meld this ying and yang.

Short Bio:

Jeff Skinner is Executive Director of the Institute of Entrepreneurship and Private Capital at LBS. He teaches on several entrepreneurship courses at the School and leads many of the co-curricular activities supported by the Institute, including all competitions, the London Entrepreneurship Review and the [TELL Series](#).

Prior to joining LBS, he served as Commercial Director at University College London (UCL), where he built its Technology Transfer division – including the creation of two seed-funds and new units to stimulate consultancy, industry engagement and spin-out creation. Working alongside senior academics, he co-founded more than 30 technology-based spin outs that collectively raised more than £30 million in first round capital. He also introduced management education for engineers and created the first Research Masters Programmes at UCL. He remains deeply involved in technology commercialisation through teaching, consulting and speaking around the world. He chairs the Review Committee of the [Alliance of Technology Transfer Professionals](#) –the global technology transfer professional body – and is past president of the leading UK and European Technology Transfer Associations ([PraxisUnico](#) and ASTP Proton). He is author of the Leadership Foundation’s publication *Commercialisation Skills for Academics and Researchers* and has written more than 20 teaching case studies, covering many aspects of university technology transfer. Before joining UCL, Jeff led technology commercialisation at Hoechst Celanese Photonics in New Jersey and was previously photonics research manager at General Electric. His first degree was in physics and he holds a PhD in thin film photonics from UCL and a MBA from LBS.

The talk will be followed by a reception (coffee and pastries).