

KANSAS STATE
UNIVERSITY®

**College of Business Administration's
Technology Entrepreneurship Program**



Paid Internship Opportunity

*Gain real-world experience in technology development
while working directly with full-time professionals in industry.*

About the Internship Program ...

• Through this internship program, the College of Business Administration offers a unique specialization that educates students interested in the creation, protection, and commercialization of innovation. The two-year program was developed to provide select students pursuing their graduate degrees with classroom and real-world exposure to all aspects of technology development and venture creation.

• In this 20 hour/week paid internship, students work directly with three different organizations within K-State to gain hands on experience: Institute for Commercialization, Office of PreAward Services, and the Advanced Manufacturing Institute.

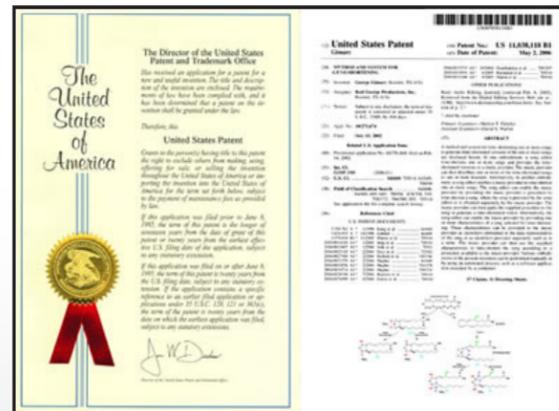


Program Impact ...

- Supported over 60 students since 2002
- Assisted in filing over 40 patents applications
- Developed marketing and sales programs for more than 50 products
- Processed hundreds of Confidentiality Agreements on behalf of K-State
- Assisted in the licensing evaluation for many University developed technologies



Attend trade shows to market and promote a diverse range of products



Work directly with the creation and licensing of patents and other intellectual property

Institute for Commercialization

www.ksu.edu/ic

KSU-IC is responsible for marketing all intellectual property developed at K-State. Student interns at KSU-IC help deliver cutting-edge K-State-developed technologies and research to the marketplace through the following activities:

- Manage the relationship and communication between potential licensees, licensing associates, and faculty.
- Assess market potential of inventions via patent searches and use of other market research tools.
- Create informative marketing materials to highlight technologies and attract industry prospects.
- Assist in valuing IP to create licensing term sheets

Office of PreAward Services

www.ksu.edu/orsp/preaward

PAS is responsible for all contracting activities on behalf of K-State. Student interns in this office operate as the “first line of defense” in regards to the initial steps required to secure protection of IP through the following activities:

- Meet and converse with a diverse range of knowledgeable University professionals, from professors to high-ranking administrators.
- Review all contractual documents for possible infringements upon institutional rights and develop the ability to present the University as a first-line of contact.
- Negotiate contracts involving a wide range of activities, such as the exchange of materials, the initiation of potential collaborative projects, and other shared efforts on behalf of K-State and Sponsored organizations.

Advanced Manufacturing Institute

www.ksu.edu/ami

AMI is a department within the K-State College of Engineering which focuses on designing, prototyping and marketing new products. Student interns at AMI help entrepreneurs to take their products to the market via the following activities:

- Work alongside engineering students and professionals to provide clients with AMI’s full suite of services.
- Meet with potential clients to discuss exciting new product or service ideas and determine next steps.
- Gain valuable, practical business experience by conducting market feasibility research to determine attractiveness, assess potential partners for manufacturing new products, and develop press releases, marketing plans and materials for clients.
- Participate in key aspects of the patent process from researching prior art to completing IP disclosures.



Assist in testing new technologies and products



Work with engineers to develop product specifications and new product concepts

Students interested in applying for a position within the Technology Entrepreneurship Program should contact:



Lynn Waugh
 Graduate Programs
 2006 Business Building
 College of Business Administration
 1301 Lovers Lane
 Manhattan, Kansas 66506-0501
 phone: 785-532-7190
 email: lwaugh@ksu.edu

From the Program Director ...



“The K-State Technology Entrepreneurship program offers a win-win partnership between academia and the industry. Graduates of the program move on to successful careers as licensing managers, attorneys, business development specialists, and other positions that create value from innovation. Many firms have benefited from the outcome of the internship projects. We strongly encourage students to apply for this internship program, and would like to continue to develop partnership with more innovation-based firms.”

Dr. Chwen Sheu
Associate Dean for Academic Programs

What Students are Saying ...

“The Technology Entrepreneurship program at Kansas State was an exceptional addition to my MBA experience. While I was a student it gave me the unique opportunity to work with skilled professionals and to apply what I was learning in the classroom to real world situations. The exposure that the program gave me to all areas of starting and running a business has better prepared me to make decisions during my career.”

Bob Valeo, MBA 2007
Supply Finance Controller, Americas
Reckitt Benckiser



“The Technology Entrepreneurship Internship at Kansas State introduced me to an exciting career in intellectual property law. This experience prepared me both for the rigors of law school and the legal challenges of technology entrepreneurship within a corporate setting. I would not be heading down the career path I am nor would I have experienced the success I have without the internship. The internship has been one of the greatest experiences of my academic and professional career.”

Chris Dawson, MBA 2009
Judicial Law Clerk,
U.S. Court of Appeals for the Tenth Circuit

“This internship has truly opened my eyes to the world of technology entrepreneurship. I was able to help facilitate technology commercialization here at K-State from the very beginning research stages through contract work, to the commercialization stages through market feasibility assessments. What I have learned will be invaluable to me in the future, and I feel like the work I’ve put into this program has made a difference in the creation, protection, and commercialization of technology at Kansas State University.”

Katie Small, MBA 2010
Management Instructor
College of Business Administration, K-State



“The K-State Technology Entrepreneurship Internship is a great program that provides a good introduction to the world of business development and technology commercialization by providing hands-on experience with assisting university-based startup companies and marketing intellectual properties developed at K-State. It has laid the groundwork for my career and I am very grateful for having the opportunity to have participated in such an outstanding program.”

Jared Emmitt MBA 2014
Client Coordinator
SoftVu