A Unique Program for Students Planning to Work with Innovation-Based Organizations
Technology Entrepreneurship

Through the Technology Entrepreneurship Program, K-State Graduate School 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.

A unique aspect of the program is the experiential training opportunities offered through the Technology Entrepreneurship Internships that expose graduate students to hands-on work in the creation of innovation, protection of intellectual property, and licensing and commercialization of patented technologies. During the internship, students work in three organizations that provide in-depth understanding of how technologies reach the marketplace.

Office of PreAwards Services

An office of the K-State Vice President for Research, PAS supports the university’s creative and scholarly activities through budget/proposal development, grant and contract review, negotiation and University acceptance, and by serving as liaison with the supporting entities. Interns manage a portfolio of over two dozen various contractual documents at any one time.

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.
- Identify the respective missions of public and private concerns to gain an understanding of proactive measures allowing for the negotiation of contractual verbiage that supports the differing missions while facilitating compliance with the myriad of organizational policies, rules, regulations, and applicable governing statutes.
- Review all contractual documents for possible infringements upon institutional rights and develop the ability to represent the University as a first-line of contact.
- Negotiate contracts involving a wide range of activities, supports the differing missions while facilitating compliance allowing for the negotiation of contractual verbiage that supports the differing missions while facilitating compliance.

Office of PreAwards Services

Institute for Commercialization

KSU-IC is a not for profit organization dedicated to the start-up and expansion of technology-based, high growth enterprises. It’s responsibilities include the marketing, licensing and development of IP generated by several universities and other research facilities across the region. KSU-IC provides opportunity assessment; facilitation of strategic partnerships; technology acquisition, management and licensing; business development; and technology transfer support activities for entrepreneurs seeking to commercialize opportunities emanating from K-State and other IP portfolios.

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 new inventions via patent search and the use of other market research tools.
- Create concise, informative marketing materials to highlight technologies and attract industry prospects.
- Assist in valuing IP for the development of licensing term sheets Gain experience in the appropriate techniques deployed in closing business transactions.
- Support tech-based startup companies through the implementation of KSU-IC’s suite of business services.

Advanced Manufacturing Institute

AMI is a department within the K-State College of Engineering which provides expertise in engineering, industrial design, product development, manufacturing, and business planning to a range of entities from inventors to Fortune 500 companies.

Student interns at AMI help experienced and budding 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 in an effort to determine what level of services are essential to the client’s success.
- Act as the point of contact and communicate with clients throughout their relationship with AMI.
- 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 and existing patents to completing IP Disclosures.
What Students are Saying ...

“For more information contact:
Bret Lanz
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“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
Contract Negotiator, K-State Office of PreAward Services

“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.”

Bret Ford, MBA 2006
Licensing Associate, NISTAC

“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
Financial Analyst, Matcor, Inc.

“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
George Washington University Law Student