

# What's the most challenging part about innovation management and exploitation?



patent office  
finding industry partners  
when to patent  
industry collaboration  
funding negotiation unexpected results  
ip negotiation  
innovative step lack of expertise  
confidentiality contracting



# Do you have experience working with your Technology Transfer Office?



0  
No, we don't have a TTO

1  
No, I don't know who is in charge of TT at my institution

1  
No, I haven't had the opportunity yet

1  
Yes, once

3  
Yes, frequently

1  
Yes, in all my projects

# At what stage do you consider the Innovation & Exploitation management strategy during the proposal writing?



At the beginning - in the concept phase



When the WP structure, Tasks and deliverables are defined



At the end – just before submission

# At what stage do you consider the Innovation & Exploitation management activities during the project execution?



Immediately from the start



Flexible: when a key exploitable result is identified



At the end – when all project outputs are known