

Post-Doctoral Industry Experience

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The Big Company

- Manufacturing – pilot line
 - Learn the business
 - Problem solving and rapid response
 - Decision making
- Applied Research
 - How should we do things in five years?
 - What is economical? How do we make money?
- Scientific Strategy
 - Where should the company be in 10 years?
 - Where do we invest now to make it happen?
 - When do we change course (success criteria)?

The Start-Up Company

- Product Development
 - Learn about the FDA process
 - Learn new scientific disciplines
- Resource Constraints
 - How can I do this with limited resources?
 - Be prepared to do anything needed for the company
- Scientific Strategy
 - How do we get from here to there in 2 years?
 - What are the minimum experiments to get us there?

Technology Transfer

- Understand the science behind inventions
- Help convey what is patentable (what is covered by the law)
- Can you form a start-up company from this?
- Negotiate agreements and value technology
- Customer orientation

What I Learned

- **Big Company**
 - Problem solving and rapid response
 - Work in a team environment
 - How to use your scientific skills to further the business agenda
 - Discipline, success metrics, systems
- **Small Company**
 - Solve problems with resource constraints
 - Learn new disciplines
- **Technology Transfer**
 - Negotiation skills
 - Practical application of the law and business