**Graduate Certificate in Science & Technology Commercialization**

This program provides frameworks and skills for research scientists to commercialize their inventions. It also prepares research scientists to contribute to new product development and commercialization in industry.

Candidates study part-time over three semesters, one evening a week in downtown Vancouver.

**Start Date:** September 2015  
**Location:** Segal Graduate School  
500 Granville Street  
Vancouver, BC V6C 1W6

**Learning Commercialization outcomes**

- Develop business model and entrepreneurial pitch [3 minute video]  
- Validate business model – test and retest business model assumptions/hypotheses  
- Create a polished business plan for commercialization of novel product/service  
- Develop network within regional technology ecosystem  
- Participation in New Ventures BC entrepreneurship competition  
- Proficiency in frameworks and skills relevant to science technology commercialization

**Admission Requirements**

Admission is based on the following criteria:

- Either a current graduate student, post-doc, faculty member, or a recent graduate (within 3 years) of SFU or UBC graduate programs in science, engineering, health or environmental sciences.  
- A letter of reference from your supervisor. In the case of a faculty member, a letter of reference from a colleague is fine.  
- Resume  
- Official grad student transcripts (CPGA 2.5) and above.  
- Brief description of experience in research and development and future goals.  
- Interview (short listed candidates only)

**Course Offerings**

Candidates in the GCSTC program undertake the following credit courses taught by Beedie Faculty:

- BUS 790 Lab to Market (2 credits)  
- BUS 791 Opportunity Identification and Assessment (2 credits)  
- BUS 792 Financial Literacy for Entrepreneurs (2 credits)  
- BUS 793 Business Models (2 credits)  
- BUS 794 Leadership and Managing Teams (2 credits)  
- BUS 795 Financing the New Venture (2 credits)  
- BUS 796 Business Plan I (2 credits)  
- BUS 797 Business Plan II (2 credits)  

Marketing and Finance courses ladder into the Management of Technology MBA program.

Candidates interested in applying for this program, please email a copy of your transcript, resume, and reason for applying to:

**Somi Benning**  
Admissions Associate  
sci_comm@sfu.ca | 778-782-5259  
beedie.sfu.ca/commercialization-certificate

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**Important Dates**

- **Application Begins:** January 2nd, 2015  
- **Scholarship Deadline:** June 30th, 2015  
- **Application Deadline:** June 30th, 2015