Interview Questions for
Technology Transfer Officer Interviews

Interview Subject Name: 

Institution

Date of Interview:

Location:

Conducted by:

In 2007 you participated in a survey examining Technology Transfer Officer attitudes towards commercialization of intellectual property at your institution. Since that initial survey, we have developed a paper summarizing TTO experiences and attitudes among MATTO member organizations. As part of the paper review process, we have been asked to conduct follow up interviews with several of the respondents in order to better understand some of the findings. I am calling you to ask if you would be willing to answer a small group of questions regarding your work as a TTO. If you agree to an interview, your identity will remain confidential. We may use brief excerpts from your interview in our paper, but will not link this information to your name or your institution. We anticipate this interview will take 15 to 30 minutes. If you like, we will share a copy of our draft paper with you. Your willingness to participate is entirely voluntary.

Will you consent to participate in this interview?

1. How many years experience do you have working in the area of Technology Transfer?

2. How many years have you worked in Technology Transfer at your current institution?

3. What types of technologies or intellectual property do you primarily work with?
   a. Medical Devices
   b. Medical Treatments or Procedures
   c. Pharmaceuticals
   d. Information or Media Technologies
   e. Materials
   f. Other (please explain)

4. In our initial study, we asked you to rank commercialization success factors such as Market Need, Market Size and Existing Competition in the Market.
a. Can you tell me how you and your colleagues determine the Market Need and Market Size for the IP you work to commercialize? Is this a formal process or informal process?

b. Can you tell me how you and your colleagues determine whether competition currently exists in a market you are examining?

5. Our earlier research found that Technology Transfer Officers with more years experience valued the Existence of an Experienced Strategic Partner and Inventor’s Involvement over an Established Market Need.
   a. Do you agree or disagree that an Experienced Strategic Partner is more important than Established Market Need? Why or why not?

6. This earlier research also found that established factors such as the Level of Innovativeness and Degree of Maturity of an Idea were relatively less important than factors such as Market Size, Competition in the Market and Involvement of Strategic Partners.
   a. Do you agree or disagree that Level of Innovativeness and Degree of Maturity of an Idea are relatively less important factors? Why or why not?

7. Following up on some of the factors we have discussed so far (Market Need, Competition in Market, Existence of Strategic Partners, Level of Innovativeness, Degree of Maturity) do you apply them to all inventions in the same manner, with the same value or are these factors more important for some inventions and less important for others? Can you explain this?

8. In regard to the office you work in (or worked in) how do you define success in regard to your commercialization efforts? How does your office measure and review “success”?

9. Does your office have a formal commercialization process that is used for all disclosed inventions? If so can you explain the process? Do you and your colleagues use this process consistently? Does the process described above vary for different types of inventions?

10. Does your office have a method for reviewing the progress that you and your colleagues make in commercialization efforts? What is it?