

AGENDA

| Time | Session | Speaker |
|------------------------------------|--|-----------------|
| | Registration and coffee | |
| 9:00 - 9:30 | Welcome and introductions | Thomas Bohné |
| 9:30 - 10:15 | Venturing psychology | Darya Haitoglou |
| 10:15 - 11:00 | Co-designing personas | Karen Miller |
| 11:00 - 11:15 | Coffee/tea break | |
| 11:15 - 12:00 | Technology intelligence | Letizia Mortara |
| 12:00 - 12:45 | Lessons from tech investing | Robert Lacher |
| 12:45 - 13:30 | Lunch | |
| 13:30 - 14:15 | IP considerations for new tech developments | Dan Cooney |
| 14:15 - 15:00 | Open innovation collaboration | Tim Minshall |
| 15:00 - 15:15 | Coffee/tea break | |
| 15:15 - 16:00 | Exploring the opportunity space | Clive Kerr |
| 16:00 - 16:45 | Research-market interface | Charles Boulton |
| | Drinks and networking opportunities | |
| 18:00 - 21:00 <i>(optional)</i> | The digitalisation of manufacturing in Japan | |

SPEAKER BIO



Thomas Bohné

Thomas is particularly interested in how human capacity and technology can be combined in new ways to create solutions that can make a significant contribution towards a better future. He is currently working as a Senior Research Associate at the University of Cambridge's Department of Engineering, where he is leading a new technology ventures initiative, and as Co-founder and CEO of education technology start-up, Minds for Minds. His educational background includes a PhD from the University of Cambridge's Department of Engineering, an MPhil from Cambridge Judge Business School, and an MLitt from the University of St Andrews. He has also been a Visiting Fellow at Harvard University and has held positions at the University of Auckland and RWTH Aachen University. Thomas has worked for a diverse range of organisations including ALDI, The Boston Consulting Group, Deutsche Bank and Stada. He serves as a mentor to the Queen's Young Leaders programme.



Charles Boulton

Charles has been a career consultant for more than 25 years, most of them in an independent capacity. He started in contract design and development with Cambridge Consultants Ltd before joining Arthur D Little Inc in Brussels working for clients all over the world in technology strategy and product development management. Returning to the UK in 1991 he established his business as an independent consultant, focusing on innovation, technology management and enabling change. Working across many different industries, he has worked with organisations of all sizes, from start-ups to multinationals, in the public, private and non-profit sectors. He has helped clients to gain clarity about their aspirations, help them to develop the capabilities, processes and organisational culture to deliver, and then facilitate the change to make it happen. He describes his approach as coaching as much as consulting because of his focus on results and not upon reports. He also works with a loose network of other independent practitioners and small companies who bring a broad range of skills, experience and insight in marketing, intellectual property strategy and product development. His work is based on three general areas: (1) Technology Management, i.e. managing technology and the capabilities it offers, strategically, purposefully and effectively. (2) Innovation Coaching, i.e. improving effectiveness in steering and delivering innovation, continuously. (3) Change Facilitation, i.e. enabling and facilitating change by thoughtful and timely support.



Dan Cooney

With his background in chemical engineering, Dan is particularly interested in process and manufacturing technology. In this field, as a member of J A Kemp's cleantech team, he has experience with cases related to improving energy and processing efficiency, and also of using the UK Green Channel to accelerate prosecution of cases relating to 'green technology'. More generally, Dan handles a range of electrical, electronic and mechanical patent work. He also enjoys interdisciplinary cases that fall at the interface of engineering with biotechnology or chemistry, such as in the medical device sector. Dan has spent time on secondment working 'in-house' for an active biotechnology startup with a broad intellectual property base. This experience has given him insights into the practical considerations taken into account when determining an intellectual property strategy. Dan has lectured on 'Intellectual Property Rights and Product Design' as part of the MEng course in Chemical Engineering at the University of Cambridge. He is also a member of the CIPA Education & Professional Standards Committee. Dan joined J A Kemp in 2007 and became a partner in 2016. He has responsibility for overseeing the training of trainee patent attorneys at J A Kemp towards qualification as European and UK patent attorneys.



Darya Haitoglou

Darya is a psychologist and relationship coach. She began her career by managing international consumer brands for Procter & Gamble in the UK, moved on to become a human resources manager and eventually became the HR talent leader for the P&G Geneva hub. She quit her lucrative corporate job in Switzerland to move back to the UK and focus on helping transform people's life and work. With more than ten years of coaching and talent management experience, Darya is the author of a best-selling Enrich Your Relationships book, she also writes for the Huffington Post and has been on BBC morning and evening radio shows. She holds a First Class Honours in Economics, a Bachelor's in Psychology, a Master's with distinction in International Relations and a Master's of Philosophy from the University of Cambridge. Darya is a certified trainers' trainer in NLP, professional certified coach (PCC) from the International Coaching Federation (ICF) and strategic interventions for personal and business growth. Working across different countries and speaking four languages, as well as being a mother of two, she is valued for her skills in helping leaders enrich relationships and build successful and meaningful businesses through focusing on their personal growth.

SPEAKER BIO (cont'd)



**Clive
Kerr**

Clive joined the Centre for Technology Management at the University of Cambridge in 2005. As a Senior Research Associate, he conducts research in the field of strategic technology management. Areas of interest include visual strategy, tools and toolkits for strategic planning, portfolio management, roadmapping and technology intelligence. Prior to joining Cambridge, he was a Research Officer in Engineering Design at Cranfield University. Clive has a First-Class Honours degree in Electrical and Mechanical Engineering, a Diploma in Industrial Studies, a Diploma in Economics, a Postgraduate Certificate in the Social Sciences and a Doctorate in Engineering. He is a Chartered Engineer with memberships of the IMechE, IET, RAeS and the AIAA.



**Robert
Lacher**

Robert is Founding Partner of La Famiglia, a seed fund backed by leading European entrepreneurs, business angels and family business next-gens. Prior to La Famiglia, he was founder of fashion platform AMAZE, which he sold to Zalando in 2016. Prior to that he worked for The Boston Consulting Group in its Munich office focussing on the development of new digital business models for international clients in the consumer, automotive and TMT space. Robert studied engineering and business at RWTH Aachen University, Imperial College London and University of Cambridge. In his free-time he is a passionate back-country skier and loves playing lawn tennis.



**Karen
Miller**

Karen is researching for project REDRESS at the EPSRC Centre for Innovative Manufacturing in Industrial Sustainability (Centre for Industrial Sustainability). Her research topics include: new business model development for sustainability, and innovative methods to affect behavioral change in consumers' patterns related to the consumption, use and disposal of clothing. She is also responsible for embedding effective design and innovation approaches in the MPhil Industrial Systems Manufacturing Management (ISMM) programme. Part of the role involves supervising students' research where it aligns with her expertise and interests. Karen's other position is Senior Lecturer at the University of Brighton (Business Management for Fashion & Textiles and Fashion Communications). At Brighton she supervises doctoral students involved in researching fashion and sustainability. Karen completed her PhD with the Design Management Group in the Department of Engineering at the University of Cambridge. Her thesis investigated the characteristics (roles and skills) of design leaders in large fashion retailers, using historiographical and other novel graphical elicitation techniques. Karen developed an understanding of leadership skills, and the relationships between leadership and organisational performance in the fashion retail industry. Before joining academia, Karen had an industrial career for twenty-five years, culminating as Design and Innovation Director in leading international retail organisations and design consultancies - these included Sainsbury's, Marks & Spencer and Kingfisher. This experience both informs and offers access/networking opportunities for her research.



**Tim
Minshall**

Tim is the Head of the Institute for Manufacturing (IfM) and the Centre for Technology Management CTM). He is a member of the Board of St John's Innovation Centre, a Visiting Research Fellow at the Institute of Technology, Enterprise and Competitiveness (ITEC) at Doshisha University, and a member of the IET's Innovation and Emerging Technologies Policy Panel. He is a member of advisory / steering committees for groups including ideaSpace Enterprise Accelerator, Cambridge University Entrepreneurs, Cambridge i-Teams and 100% Open. He is a recipient of a University of Cambridge Pilkington Prize for Teaching Excellence and a Royal Academy of Engineering/ExxonMobil Excellence in Teaching Award. Before joining the Centre in 2002, he was a Project Manager and Board Member at St John's Innovation Centre Ltd where he worked on a series of projects to support industry / academic collaboration focused around new technology ventures. Two of his main projects were support for the setting up and early management of the University of Cambridge Entrepreneurship Centre (now Cambridge Enterprise and the Centre for Entrepreneurial Learning) and the management of the 'Developing Entrepreneurs' project. This project led to the formation of the 'Enterprise Link' networking group for new technology ventures, the production of the 'Cambridge Technopole Report', the formation of the Cambridge Technopole Group, and the publication of the 'Funding Technology' report series. Prior to working at St John's Innovation Centre, he worked as a teacher, consultant, plant engineer and freelance writer in the UK, Australia and Japan. He has B.Eng. from Aston University and a PhD from Cambridge University Engineering Department. He is actively involved in outreach activities to raise awareness of engineering among primary and secondary schoolchildren. Resources relating to this topic can be found at the "What Engineers Do" blog.

SPEAKER BIO (cont'd)



**Letizia
Mortara**

Letizia is a Senior Research Associate at the University of Cambridge and a By-Fellow at Churchill College, Cambridge. She is also an Associate Editor for the R&D Management Journal. Letizia's current focus is in the areas of Strategic Technology Management and Technology Enterprise. Specific research projects include Technology intelligence (i.e. activity set-up in order to keep abreast with the latest developments in technology) Open Innovation, and the advent of Digital Fabrication technologies in manufacturing (e.g. 3D Printing) and their implications for business. Letizia has worked within the Centre for Technology Management at the Institute for Manufacturing since 2005. Prior to this, she gained her first degree in Industrial Chemistry at the University of Bologna in Italy. After spending three years working as a process/product manager in the chemical industry, she moved to the UK where she gained her PhD in processing and process scale-up of advanced ceramic materials at Cranfield University.