

The 4 Hour Day

How a half day workshop can result in project breakthroughs

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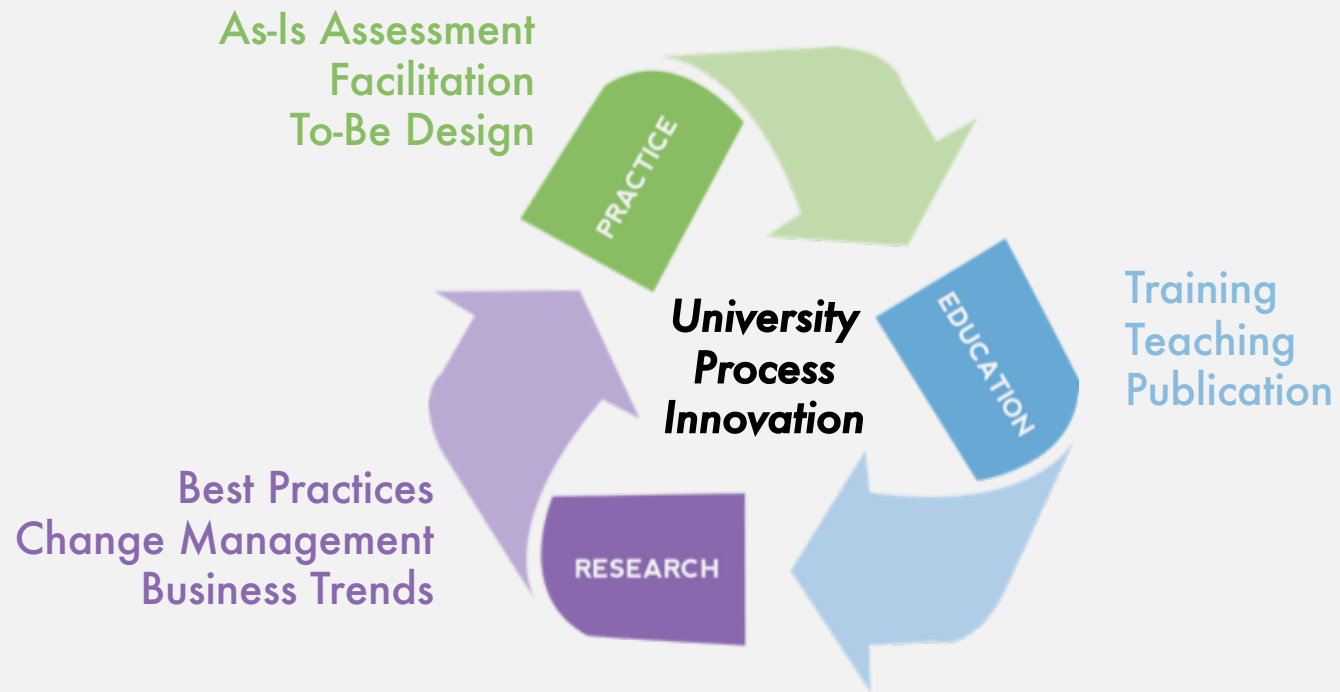
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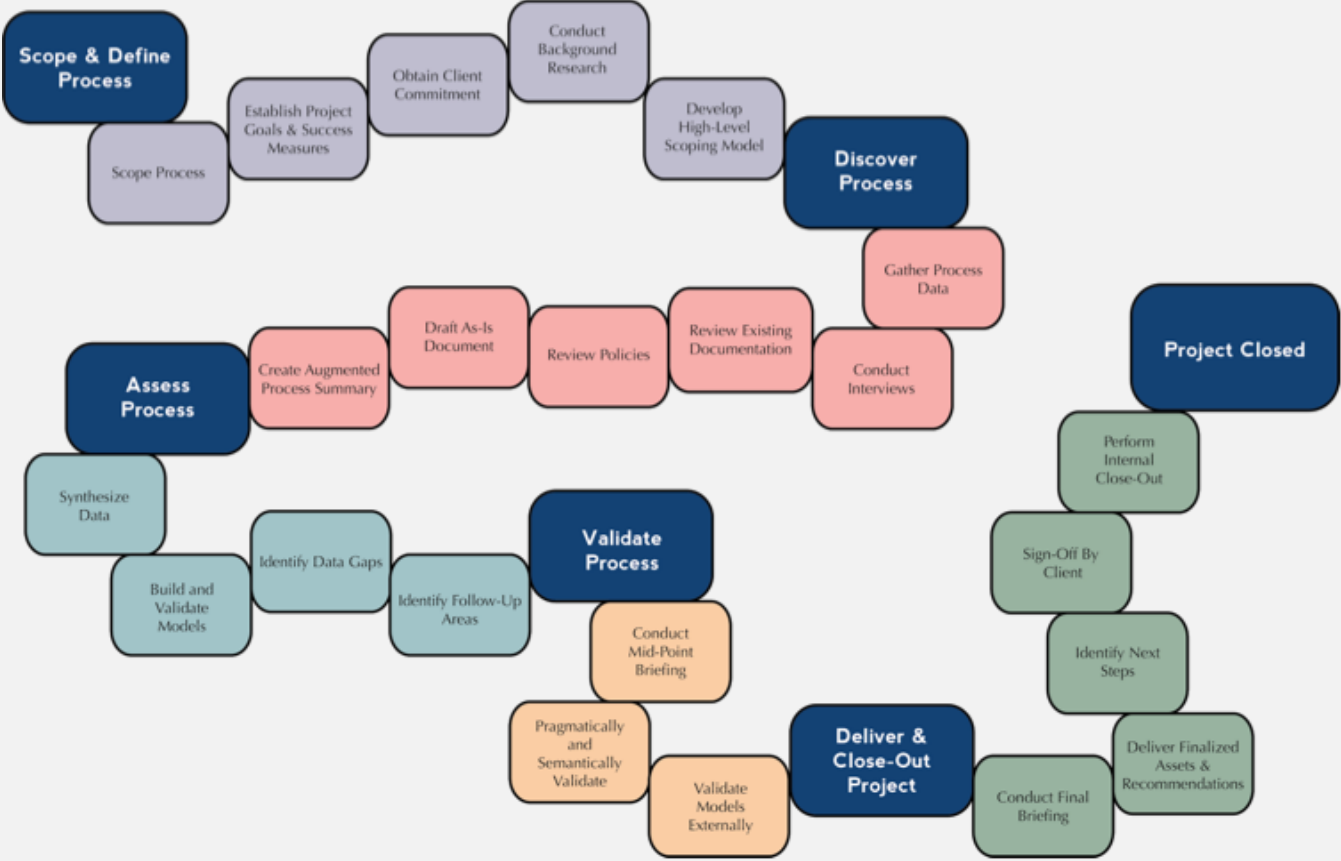
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UNIVERSITY OF
MARYLAND



Our methodology





Inspire a diverse group of people to progress toward common goals and objectives in a short period of time.

A facilitator's job is to **Plan, Question, Listen, Negotiate, Summarize & Record.**



Neutral Party

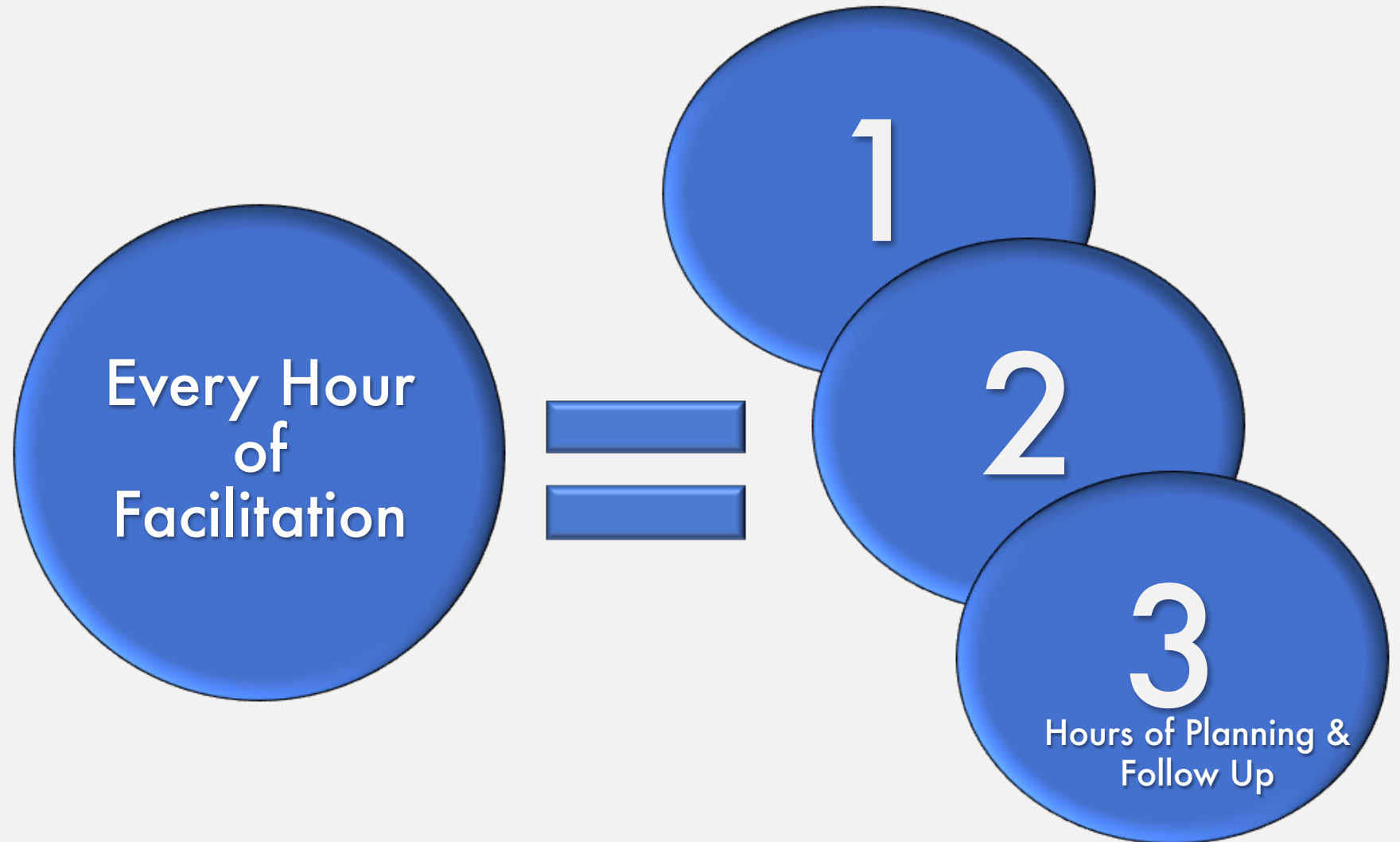
Negotiator

Meeting Planner

Record Taker

Inquisitor

Listener



Who, What, Where, When, and Why...

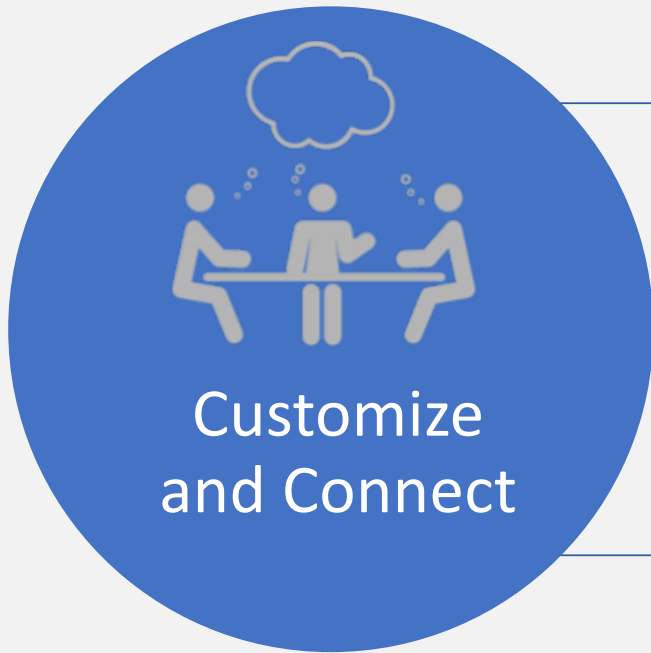
ADMIT ONE

You're invited!
JOIN US FOR A WORKSHOP TO DISCUSS
ADVISING PRACTICES

8 NOVEMBER 2017
9am - 1pm

You do not need to bring anything or
prepare anything in advance.





What you have
been told?



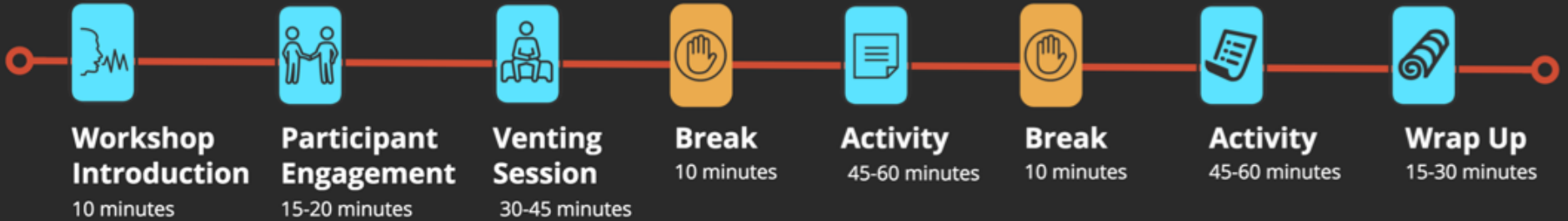
What you have
observed?

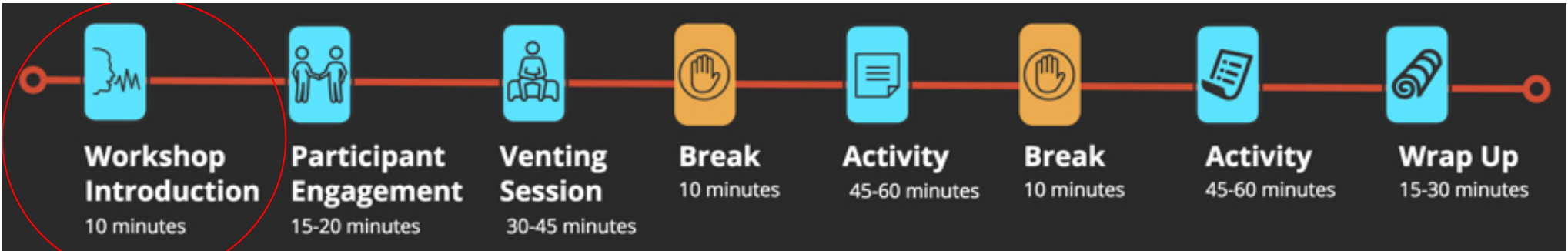


What do you
need to know?



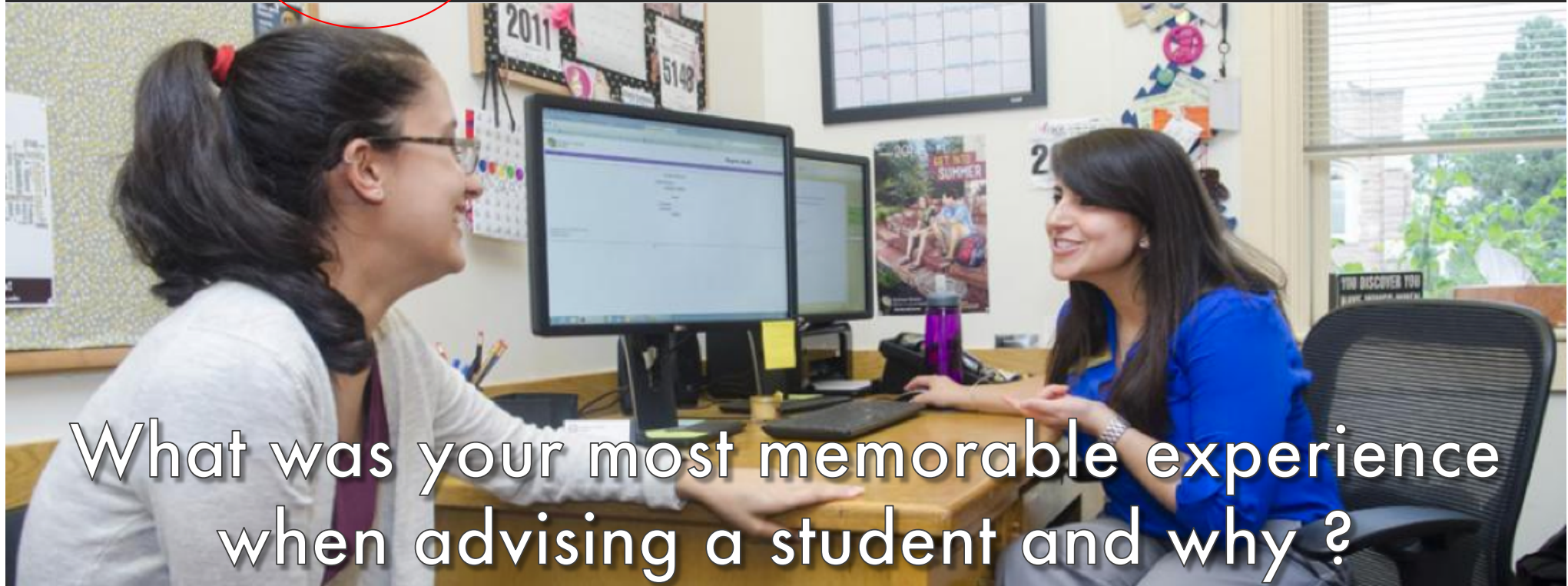
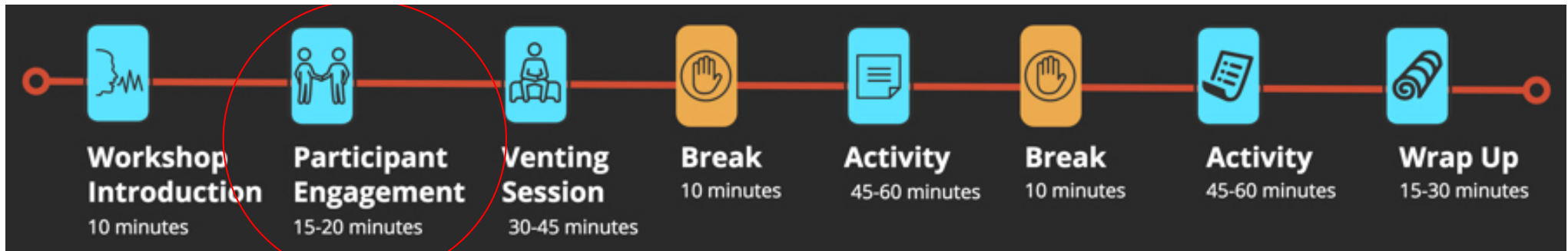
Workshop Framework





How are we going to work together today?







Workshop Introduction
10 minutes



Participant Engagement
15-20 minutes



Venting Session
30-45 minutes



Break
10 minutes



Activity
45-60 minutes



Break
10 minutes



Activity
45-60 minutes



Wrap Up
15-30 minutes

Challenges

1/3

- 7 vacancies - 50% vacancy
- Finding people/training/building culture
- Retention
- Bureaucracy - specifically around payments/finance
- Paper copies of invoices
- Double approval for payments - 3rd approval for over \$5K (to law firms)
- lack of integration with KFS
- lack of IT support for processing online payments
- manual licenses for software sales
- lack of University Support
- customer service suffers due to being short staffed
- online portal for status/check in
- online disclosure

2/3

- poorly filled abt disclosure form
- limited ability to give instructions on disclosures
- time spent giving updates to inventors
- lots of time spent on education
- limited self help books
- need for "hand-holding"
- no access to online reports
- anxiety of moving to a new system
- complicated distribution algorithms - currently custom coded into existing system
- 90% of time spent on ~10% of distribution that don't follow policy
- moving historical data to new system ("grandfathered roles")
- IP policy waivers → exceptions
- terms of license agreement → exceptions
- managing faculty expectations
- educating faculty about IP rights / decision making authority
- disconnect between OTC mission / goals and the goals of the inventors

- delivering the no patent message
- show patent decisions
- OTC misunderstanding of inventions (faculty perspective)
- need for a CRM - track marketing communication
- data re-entry
- dealing with government compliance
- need for integration with government portals
- keeping up with requests for info from gov't agencies
- timely reporting due to OTC decision processes and limited budget
- increased disclosures with limited resources
- need faculty to disclose



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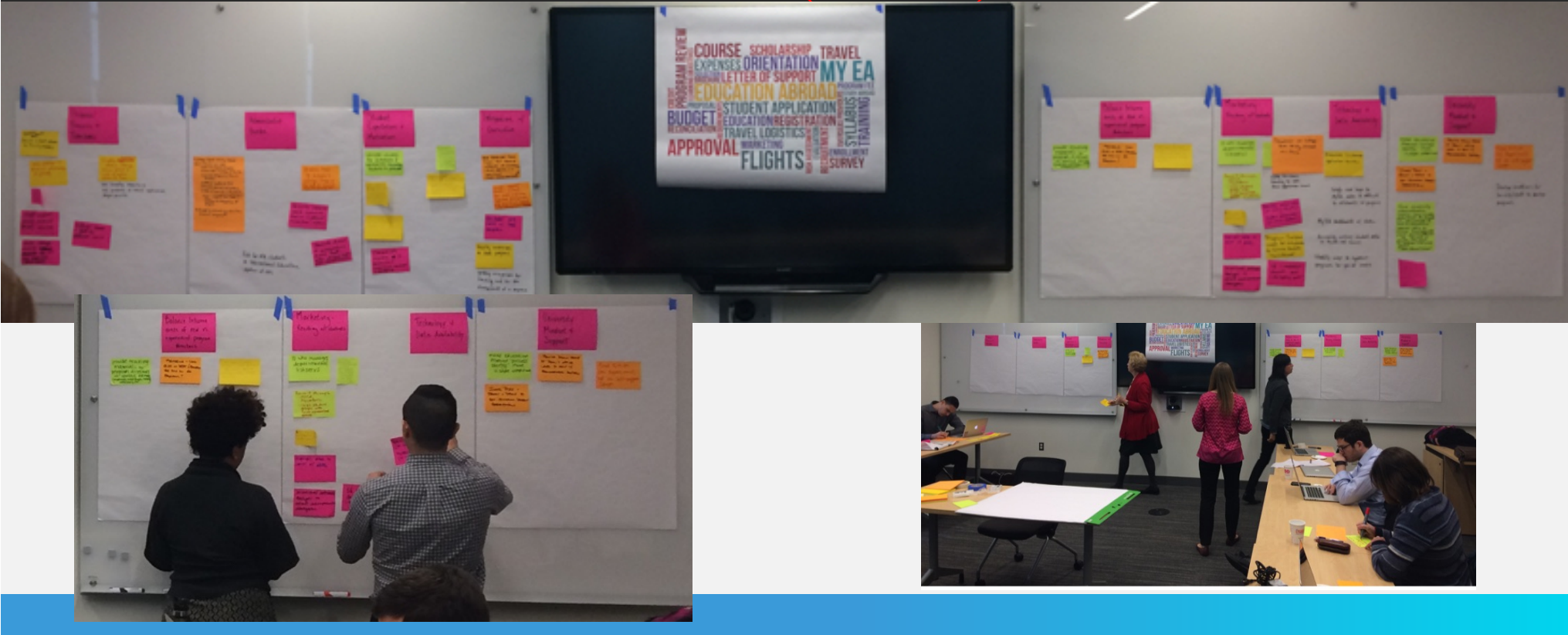
Break
10 minutes

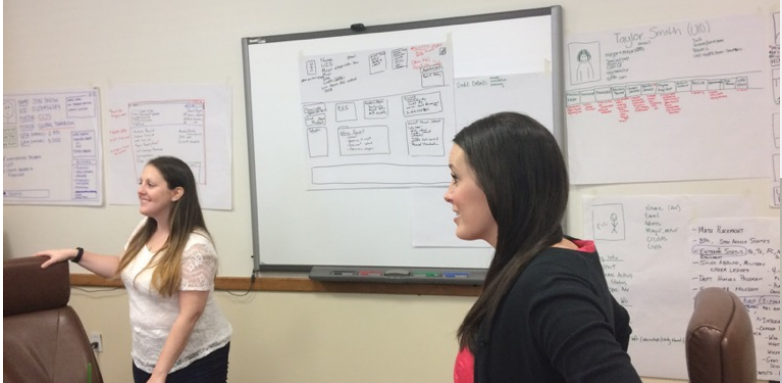
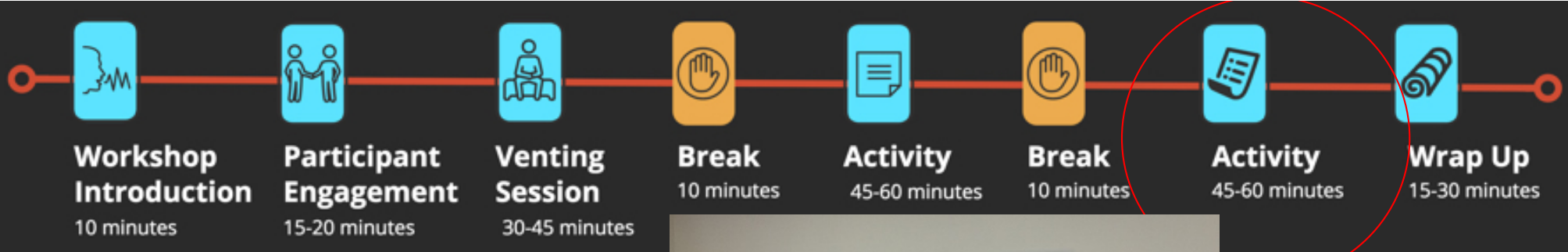


Activity
45-60 minutes



Wrap Up
15-30 minutes







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Break
10 minutes



Activity
45-60 minutes



Break
10 minutes



Activity
45-60 minutes



Wrap Up
15-30 minutes



Deliver it as “their” work!

Images redacted

<http://it.umd.edu/processinnovation>

