

## Workshop program "Young Hopes 2026" "From Research to Business"

25th of February 2026 | 9:00 – 17:00

Online

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<b>09:00</b>	<u>Project management and IPR protection – Basics</u> <i>Tomaž Lutman, Jožef Stefan Institute</i>
<b>09:45</b>	<u>IPR protection – Process of intellectual property registration and IP databases</u> <i>Ana Hafner, Rudolfovo</i>
<b>10:30</b>	Break
<b>10:35</b>	<u>IPR commercialization – Value Proposition Canvas</u> <p>The Value Proposition Canvas (VPC) is a critical tool for Intellectual Property Right (IPR) commercialization, designed to ensure that technological inventions, patents, or research outcomes meet specific market needs. It acts as a bridge between the technical, protected asset and the target market/user, facilitating the journey from lab to market.</p> <i>Sanja Zepan Pompe, Ljubljana University Incubator</i>
<b>12:00</b>	Lunch break
<b>13:00</b>	<u>IPR commercialization – Conducting Interviews for idea validation</u> <i>Sanja Zepan Pompe, Ljubljana University Incubator</i>
<b>14:15</b>	Break
<b>14:20</b>	<u>IPR commercialization – Spinouts 101</u> <i>Jakob Gajšek, Ljubljana University Incubator</i>
<b>16:00</b>	<u>Discussion</u> <i>Jakob Gajšek, Ljubljana University Incubator</i>
<b>17:00</b>	End

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