Commercialization of Innovations
The curriculum of the institution of higher education in the discipline for the specialty 1-25 81 03 "World Economy"
COMPOSER:

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REVIEWERS:

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RECOMMENDED FOR APPROVING:

Department of the World Economy of the Educational Institution "Belarus State Economic University"
(Protocol № 10 of 09.03.2017)

Scientific and Methodological Council of the Educational Institution "Belarus State Economic University"
EXPLANATORY NOTE

The academic discipline "Commercialization of Innovations" is an independent discipline of choice for master's degree students in the specialty 1-25 81 03 "World Economy". In this course, master's degree students study the theoretical and methodological aspects of the formation and development of the innovative economy, acquire knowledge about innovation processes and innovative infrastructure, and get an idea of the methods and features of managing various types of innovation activities. The educational discipline "Management of Innovations" is aimed to the formation of analytical creative thinking, to the development of skills and using of methods, analytical tools and incentives in practical work, taking into account the instability of internal and external conditions, as well as the development of specific approaches to decision-making. It provides an opportunity for scientific substantiation of the optimal scientific and technical policy of organizations, forms the basis for the adoption of strategic and tactical management decisions in the field of innovation, as well as assessing their impact on the final results of innovative activity.

The purpose of discipline "Commercialization of Innovations" is the formation of master's degree students in-depth theoretical and practical knowledge about a set of principles, forms and methods of implementation of innovative activities to ensure sustainable development of the organization and strengthening its competitive position in the national and international markets.

Tasks of the academic discipline:

- development of professional competence in the field of research patterns, processes and forms of development of innovative economy, including National Innovative Systems, on national, regional and international levels;
- development of competencies in the analysis of innovative processes, of the development patterns of the Intellectual Property markets, of tendencies in the field of innovative entrepreneurship;
- mastering the skills, knowledge and competencies for the selection of innovations taking into account goals and tasks in innovative entrepreneurship and opportunities for their commercialization;
- skills formation in the justification of optimal management decisions in the implementation of innovations and technology transfer.

The structure of the program and the methodology of teaching the academic discipline take into account the new results of economic research and the latest achievements in the field of pedagogy and information technologies, targeting graduate students to acquire relevant professional competencies. The academic discipline is based on the study of economic theory, the world economy, international economic relations.
As a result of studying the academic discipline "Commercialization of Innovations", master's degree students should:

**to know:**

- basic concepts of innovative economy, innovations, functions and classification of innovations;
- the main course and the stages of the theory of innovations in the context of the general evolution of the innovative development, modern conceptual approaches to the development of the theory of innovations;
- normative legal acts regulating the innovative activities at in the country and in the world;
- content, structure and the basic model of innovation processes and factors affecting the development of innovative activities on the national and global levels;
- the state's role in the creation of a national innovation system and fostering innovation spheres;
- methods of research and creation of demand for innovative products;
- features of the using of marketing principles in the commercialization of innovations;
- procedure for drawing up a distribution plan for innovative products;
- approaches to dissemination of technology;
- methods of technology transfer on the national and international levels;
- national and international legal aspects of the transfer of intellectual property;
- forms of realization of innovative products, features of their deliveries to foreign markets;
- methods and indicators for assessing the effectiveness of commercialization of technologies and innovative products.

**to be able to:**

- analyze processes occurring in innovative economy at the national and global levels;
- identify existing and potential customers' requests in connection with the changing technological capabilities of the organization;
- form the strategies of technology transfer, tasks for their implementation;
- to determine the features of the countries in the field of technology transfer and patenting of intellectual property objects;
- evaluate promising technologies and innovative products based on the capabilities of their commercialization;
- evaluate the effectiveness of the distribution of innovative products and within the country and abroad.
to have skills:

- work with scientific and methodical literature, regulations, reflects the
direction and control of the development of innovative processes at the
national, regional and international levels;
- use of modern information technologies in the implementation of marketing
research of innovative markets;
- evaluation of efficiency technology transfer and innovative products sales;
- analysis of specific situations and make decisions on strategic and tactical
directions of commercialization of innovations.

In accordance with the curriculum of the specialty 1-25 81 03 "World
Economy" the curriculum is designed for 56 hours, of which only 26 hours of
classroom for the daytime form of training, 14 hours of classroom for
correspondence courses. Distribution by the type of occupation for the daytime
form of training: lectures – 16 hours, seminars – 10 hours. Distribution by type of
occupation for extramural studies: lectures – 10 hours, seminars – 4 hours.

The form of control is academic credits.
CONTENTS OF DISCIPLINE

Topic 1. Innovative economy and national innovation system


Topic 2. Innovation process and factors of innovation implementation

The concept and structure of the innovation process. Factors of innovation process development. Prerequisites for innovation. Sources of innovative ideas. Factors to ensure innovation. Tasks and elements of innovation infrastructure. Innovative entrepreneurship.

Topic 3: Marketing of new products


Topic 4. Technology transfer and diffusion of innovations


Topic 5. Distribution of innovative products

Educational-methodical map of the educational discipline "Commercialization of Innovations" for the daytime form of higher education

<table>
<thead>
<tr>
<th>Section number, topics</th>
<th>Section title, topics</th>
<th>Number of class hours</th>
<th>Amount of hours GSS</th>
<th>Other</th>
<th>Form of control of knowledge</th>
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<tbody>
<tr>
<td></td>
<td></td>
<td>Lectures</td>
<td>Practical classes</td>
<td>Seminar classes</td>
<td>Laboratory classes</td>
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<td>1</td>
<td>Innovative economy and national innovation system</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
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<tr>
<td>1</td>
<td>Innovation process and factors of innovation implementation</td>
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<td>2</td>
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<td></td>
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<tr>
<td>2</td>
<td>Marketing of new products</td>
<td>4</td>
<td>2</td>
<td>2</td>
<td></td>
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<tr>
<td>3</td>
<td>Technology transfer and diffusion of innovations</td>
<td>4</td>
<td>2</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Distribution of innovative products</td>
<td>2</td>
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<td><strong>Total hours</strong></td>
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Educational-methodical map of the educational discipline "Commercialization of Innovations"

for part-time forms of higher education

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<th>Section number, topics</th>
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<th>Amount of hours GSS</th>
<th>Other *</th>
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<tr>
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<td>Innovative economy and national innovation system</td>
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<td>Distribution of innovative products</td>
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<td><strong>Total hours</strong></td>
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INFORMATION AND METHODOICAL PART

Methodical recommendations on the organization of independent work of master's degree students in academic discipline "Commercialization of Innovations"

In mastering the knowledge of the academic discipline, an important stage is independent work. The main directions of independent work are:

- initially a detailed introduction to the curriculum;
- acquaintance with the list of recommended literature on the discipline in general and its sections, its availability in the library and other available sources, the study of the necessary literature on the topic, the selection of additional literature;
- studying and expanding the lecture material of the teacher at the expense of special literature, consultations;
- preparation for seminars on specially designed plans with the study of basic and additional literature;
- preparation for diagnostic monitoring forms (tests, control work and the like);
- preparation for academic credits.

List of recommended competence diagnostic tools

1. Oral forms of diagnosis of competencies: interviews, oral presentations at seminar classes, reports at conferences, evaluation based on discussion.

2. Written forms of competence diagnostics: tests, quizzes, test papers, essays, abstracts, publication of articles, reports.

3. Oral-written forms of competence diagnostics: reports on classroom, practical exercises with their oral defense.


Normative and legislative acts


3. On the commercialization of the results of scientific and scientific and technical activities created at the expense of public funds: Decree of the President of the Republic of Belarus of 4 February 2013 № 59 // National Register of legal acts of the Republic of Belarus. - 05 February 2013 - № 1/14056.

LITERATURE

Basic:


Additional:

<table>
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<tr>
<th>Name of the discipline with which to negotiate</th>
<th>Name of the department</th>
<th>Proposals for changes in the content of the training syllabus of higher educational establishment</th>
<th>Action taken by the department that developed the syllabus (with date and non-Protocol)</th>
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<tr>
<td>Microeconomics (advanced course)</td>
<td>Economic theory</td>
<td>The content of the training syllabus of higher educational establishment is agreed. No changes are required.</td>
<td>No changes are required. Protocol No. 10 of 09.03.2017.</td>
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ДОПОЛНЕНИЯ И ИЗМЕНЕНИЯ К УЧЕБНОЙ ПРОГРАММЕ УВО
на _____ / _____ учебный год

<table>
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<th>№ п/п</th>
<th>Дополнения и изменения</th>
<th>Основание</th>
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Учебная программа пересмотрена и одобрена на заседании кафедры

(название кафедры) (протокол № _____ от _______ 201_ г.)

Заведующий кафедрой

(ученая степень, ученое звание) (подпись) (И.О. Фамилия)

УТВЕРЖДАЮ
Декан факультета

(ученая степень, ученое звание) (подпись) (И.О. Фамилия)