



The DRUID Society Summer Conference 2009

Innovation, Strategy and Knowledge

Copenhagen, CBS, Denmark, June 17-19, 2009

Winners

of

**DRUID Best Young Scholar
Paper Award 2009**

Annamaria Conti and Patrick Gaulé: “Are the United States outperforming Europe in university technology licensing?”



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Abstract

Europe is perceived to lag behind the US in converting its academic results into economic outcomes. Using new survey data and controlling for standard factors affecting the productivity of Technology Transfer Offices (TTOs), we find that European TTOs do not execute less licenses than US TTOs. However, they earn significantly less revenue from licenses. We relate the difference in licensing income to differences in the organization and staffing of TTOs. Specifically, US TTOs employ more staff with experience in industry and appear to have greater flexibility in managing their budget.