

# ILO Core Competencies

Provided below are selected Core Competency details noted by the ILO Working groups in April 2019. The Mentor training will be focused around these topics.

<b>Communication Skills</b>	
Communication	Oral, written, visual – all are necessary & important
	Report writing
	Flexibility in communication style, adjust to changes in types of discussion participants & audience
	Able to communicate across all/wide range of center stakeholders
	Communicate in a manner that builds trust
<b>Innovation/Entrepreneurship/Tech Transfer/IP Skills</b>	
Innovation	Patents
	Licensing
	Industry sponsored research process
	Commercialization processes
	Product development & launch
	Startups/spinouts
<b>Strategic Planning</b>	
Strategies	Constant strategic thinking that leads to good strategic planning
	Ability to understand overall ERC strategic direction and how innovation and industrial partnerships should support the direction
	Ability to plan for both the long- and short-term
	Ability to separate strategic impact vs. tactical impact
<b>Business/Business Development/Business Models</b>	
Bus. Development	General business acumen
	Knowledge of business development in an academic context (for sponsored research deals, IP licensing, spinouts, etc.)
	Models for ongoing business opportunities and how they may be leveraged for center sustainability
	Understanding the concept of 'value propositions' and how these are identified, developed/cultivated and leveraged for the benefit of the center
<b>Customer/Partner/Relationship Building &amp; Management</b>	
Relations	Partner and industry member recruitment
	Networking
	Cultivating and prioritizing worthwhile partnerships
	Sustaining long-term relationships of highest impact/benefit to the center
<b>Technical Domain and/or Industry Knowledge</b>	
Domain	Having or developing sufficient knowledge for purposes of recruiting, effective center stakeholder dialogue (including faculty and center leadership)
	Enhances business development efforts