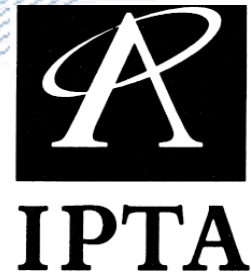




THE UNIVERSITY OF  
**MELBOURNE**



IPRIA PUBLIC SEMINAR  
IN ASSOCIATION WITH THE INSTITUTE  
OF PATENT AND TRADE MARK  
ATTORNEYS OF AUSTRALIA



# DO PATENTS MATTER FOR COMMERCIALISATION?

**SPEAKER:**

Dr Paul Jensen  
Senior Research Fellow  
IPRIA and MIAESR  
The University of Melbourne

**DATE AND TIME**

Thursday 21 May 2009  
1:00pm - 2:00pm  
(Refreshments from 12:30pm)

**VENUE:**

Cliftons  
Level 1  
80 King William Street  
ADELAIDE

**RSVP:**

Jean Molloy  
IPRIA  
Alan Gilbert Building  
University of Melbourne  
Fax no: (03) 8344 2111  
Email: [info@ipria.org](mailto:info@ipria.org)

**PRICE:**

Free of charge

**CLOSING DATE:**

Tuesday 19 May 2009

**Professional Standards Board**

The Professional Standards Board for Patent and Trade Marks Attorneys has advised that attendance at this seminar will enable Patent and Trade Marks Attorneys to claim 1 CPE point.

**Register online at:**  
[www.ipria.org](http://www.ipria.org)

In this seminar, we take a look at the role that patents play in determining successful commercialization using survey data on 3,736 Australian inventions which were the subject of a patent application between 1986 and 2005. Although almost half of the survey respondents' patent applications were not granted, many still attempted to commercialize their inventions. This variation in patenting and commercialization outcomes enables us to examine the role that patents play in shaping commercialization outcomes (both in terms of attempting to commercialize and the monetary return from commercialization). Our results suggest that while the receipt of a patent grant had a positive and significant effect on attempting most commercialization stages, the magnitude of the effect is quite modest.

Dr Paul Jensen, Senior Research Fellow, IPRIA and the Melbourne Institute of Applied Economic and Social Research, The University of Melbourne. Paul joined IPRIA and the Melbourne Institute in September 2003. He completed his PhD - which was on the efficiency effects of outsourcing public-sector services - at the Australian Graduate School of



Management in Sydney. His current research interests are innovation and intellectual property, and the effects of intrinsic motivation on contractual relationships. Much of his research has a strong public policy focus, and has been published in academic journals such as the Oxford Review of Economic Policy and Public Performance & Management Review. In addition, he has acted as a consultant for the Productivity Commission, the Commonwealth Department of Industry, Tourism and Resources, NSW Treasury, and the NSW Department of Community Services.