



Challenges in Commercialising Research

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The primary purpose of research is the extension of knowledge, not necessarily its use. The mindset of scientists is also, quite often, very different from that of an entrepreneur. Researchers focus on proving a concept, while entrepreneurs are concerned with the business implications of the concept. This gap in perspectives often inhibits commercialisation of research. An intermediary role is critical to enable easy commercialisation of research.

Ajit Rangnekar is the Director-General of the Research and Innovation Circle of Hyderabad, a Telangana Government initiative. He also heads the PSA-supported Hyderabad City Cluster initiative which is a collaborative network of research and academic institutions, industry, startups, civic bodies, and government, to implement science and technology innovations for mass impact. He retired as the Dean of the Indian School of Business, India's highest-ranked Business School. He has been a member of many global committees in Business Education. He is Governing Board member of IIITH, a founding member of T-Hub, a Board member of companies, and a Director of Social Venture Partners, India, where he volunteers with NGOs to help them increase impact. Prior to ISB, he was in Hong Kong for over 20 years, 14 of those were with Price Waterhouse Consulting, handling various roles including Country Head, first of PW, and then of PwC Hong Kong Consulting practice, and East Asia Head of PwC Telecomm practice and of Learning and Development. He is a graduate of IIT, Bombay, and did his post-graduation in Management from IIM, Ahmedabad.

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