



## IEEPI - Training Info file

### Best practices of international licensing agreements

#### Objectives :

- Identifying the different licensing strategies.
- Providing the key features of a contract, the validity conditions and how to structure them to prevent or manage dispute resolution after the contract signature.
- Understanding strategic and contractual issues raised by the entry into licensing agreements with academic institutions or companies.
- Getting the key elements to take into consideration for a win-win negotiation.
- Knowing the best ways to deal with disputes when deals go wrong.

#### Target audience :

Business development managers, licensing executives, IP practitioners, contract managers, technology transfer managers, lawyers.

#### Specifications :

**Duration :** 7h

**Schedule :** Day 1: 14:00 - 17:30 | Day 2: 9:00 - 12:30

**Level :** Expertise

**Reference :** S01P029

#### Program :

##### Licensing strategies

- What is meant by a licensing strategy?
- Licensing-In/-Out/Cross and Patent Pools
- To license or not – Why licensing?
- Understanding the parties & interests at stake

##### Preparation of the proposal

- Non-disclosure agreements – confidentiality
- Letter of Intent / MOU

##### The anatomy of a licensing agreement – Typical clauses

- Exclusive, non exclusive, crosslicense
- Duties of licensee and licensor
- Identification of parties – Definitions
- Grant – Restrictions – Technical assistance
- Indemnification – Improvements
- Confidentiality – publicity
- Termination – Alternative Dispute Resolution

##### Licensing negotiation practices

- Prepare for negotiations: terms to be avoided and parts to negotiate, negotiation team, assessment of the positions





- Royalties and upfront royalties
- Different negotiation tactics
- Specific national practices

## License Drafting Workshop: Drafting international technology licensing agreements

- Preparation of a negotiation agreement
- Example of licensing agreement

## Post-licensing management

- How do you prevent and / or manage future disputes?
- Renegotiation, audit, litigation

### Details:

## Requirements

Having experience in technology licensing.

## Assessment

- Etude de cas pratiques
- Quiz

## Statistics

Recommendation rate: 82% (years 2023-2025)

## Instructors

IP Management Consultant.

