



## IEEPI - Fiche formation

### Litigation and Dispute management

#### Objectifs :

- Be able to build a successful litigation strategy.
- Design a strategy and a successful business development from innovation to entrepreneurship.

#### Public :

TTO/KTO (technology transfer officers or knowledge transfer officers), TT managers, Project managers, Business managers, IP experts or IP lawyers, Consultants involved in TT activities.

#### Caractéristiques :

**Durée :** 21h

**Horaire :** Day 1: 9:00 - 17:30, Day 2, 3, 4 and 5: 9:00 - 12:30

**Niveau :** Expertise

**Référence :** S21P006

#### Programme :

##### Litigation

- The role of quality
- Managing and controlling the financial returns
- Post license management
- Financial terms in existing agreements
- Financial terms in new agreements?
- Internal control and compliance procedures
- External audits – considering and managing the process
- Review of the results of external audits and findings
- Case studies

##### Entrepreneurship

- From research to business; the entrepreneurial process
- Who is the entrepreneur?
- Scientists vs. Entrepreneurs?
- Opportunity design
- Opportunity assessment
- Market research techniques for entrepreneurs
- Business model design
- Product vs Service business models
- What makes a good business plan
- Introduction to venture capital
- Due diligence process
- Valuation techniques

#### Détails:





## Requirements

Having a first experience with Technology Transfer

## Assessment

- Quiz
- Examen de certification rncp ou rs

## Statistics

Insignificant data: sample too small

## Instructors

Director of Business Licensing / IP Lawyer

