3.17- Best practices of international licensing agreements

à distance

> from 26/11/2020 to 27/11/2020
- Duration : 4x 1h30
- Price : 670 €

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

Trainer(s) :
IP Management Consultant.

Prerequisite(s) :
Having experience in technology licensing.

TRAINING CONTENT

#coronavirus - Durant la période actuelle, l'IEEPI vous propose de suivre cette formation en visioconférence (en 4 séquences d'1h30).

Licensing strategies
Preparation of the proposal

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

The anatomy of a licensing agreement - Typical clauses

> Exclusive, non exclusive, cross-license
> 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