Module 4 – Negotiation and communication

Objectifs :

> Master KTT main objective: Delivering a high quality training covering the whole scope of technology transfer activities for professionals with significant experience and to newcomers.
> The training covers all domains related to the activities related to knowledge and technology Licensing in and Licensing out.

Intervenant :

IP Director / Vice President Licensing

Pré-requis :

Having a first experience with Technology Transfer.

Public :

> TT managers
> Project managers
> Business managers
> IP experts or IP lawyers

CONTENU DES ENSEIGNEMENTS

Communication and Team Management

> Coaching and conflict management
> Communication with people from different backgrounds
> External stakeholders: communication & management
> Networking

Managing Technology Transfer in a Multicultural Environment

> Managing a collaborative partnership in a multicultural environment
> Dealing with US, Japanese & Chinese TT managers
> Use of translators

Negotiation

> Preparing for negotiation
> Simulation of a first contract for setting up an international partnership
> Analyzing a negotiation strategy

We accept the registration for separate modules. The request should be send at least 8 day before the start of
training session. Contact us!