IEEPI is a vocational training institute which was created by the French Ministry of Industry and the French National Patent Office (INPI) in order to develop the strategic use of IP systems in European businesses, with a particular focus on SMEs, and Public Research Organizations. IEEPI proposes each year 150 training days on economic and strategic issues of intellectual property.

SOLVAY BRUSSELS SCHOOL ECONOMICS AND MANAGEMENT (SBS-EM)
Founded in 1903 by Ernest Solvay, the school has built a strong tradition of excellence and innovation in business and economics learning. The mission of the SBS-EM is to generate and share knowledge in the disciplines of economics and management in order to train professional and responsible actors and to fulfill the needs of governance, efficiency and innovation in our constantly mutating society.

FACULTY OF ECONOMICS & MANAGEMENT (FSEG), UNIVERSITY OF STRASBOURG (UDS)
The UDS is the first unified university in France, resulting from the fusion of the three former universities from Strasbourg. The UDS training offer covers most of the teaching fields, and the research laboratories are very diverse, including the B.E.T.A., a research unit, covering a large range of topics in economics and management, and with an international reputation in economics and management of knowledge and innovation.

EUKTS
EuKTS is an organisation established to increase the standard and recognition of the knowledge and technology transfer (KTT) profession across Europe. IEEPI is a founder member of EuKTS. The KTT Master curriculum is based on the core competences and professional standards in KTT field established by EuKTS. For more information: [www.eukts.eu](http://www.eukts.eu)

PROGRAMME DIRECTORS
- Professor Patrick LLERENA from the University of Strasbourg - BETA,
- Professor Bruno VAN POTTELSBERGHE from the Solvay Brussels School Economics & Management.

FEES
- The total tuition fees are € 8,900, the institution is non subject to VAT.
- The price includes educational resources, lunches and breaks during the program.
- A reduced price of € 7,990 applies to staff from public universities.

CONDITIONS OF ADMISSION
- Admission based on application file possibly followed by an interview.
- Master 1 degree or equivalent (240 ECTS credits). At least three years of experience.
- Applicants who do not hold a Master 1 degree or equivalent can apply for the validation of professional and personal achievements (Validation des Acquis Professionnels et Personnels – VAPP) to the vocational training department of the University of Strasbourg.

EXAMINATIONS
- Written exams. Writing and defence of a Master’s thesis.
- Upon successful completion of the examinations you will be awarded 60 ECTS credits.

GENERAL SALES CONDITIONS (abstracts: consult the IEEPI website for more information)
Any cancellation should be confirmed in writing. Cancellation costs are the following:
- More than 14 days before the beginning of the training: €250 for administrative fees are charged
- Between 14 and 3 days before the beginning of the training: 50% of the training fees are charged
- Less than 3 days before the beginning of the training: the training fees are charged in full
- Organisers reserve the right to make any corrections to the program or the trainers.

Diploma delivered by the University of Strasbourg
In partnership with Solvay Brussels School
Programme supported by LES France & LES Benelux (Licensing Executive Society)
InnovatIon and Knowledge management

• selling Innovative inventions and patents
• open innovation
• IP protection

Landscape and recent trends
The role of public and private research
Integration of IP in the R&D and business process

data mining and searchIng tools
how to build a licensing dossier

IP and Market places: how to select the most suitable

Trend, motive and management challenges
Internal vs external R&D

Patents, trademarks, industrial design: how to manage efficiently the relationship
Software and trade secrets: specific premises.

The training covers all domains related to the activities related to knowledge and technology transfer and requires highly qualified people. TT managers need to possess skills in a very large scope of domains (scientific, legal, intellectual property, financial, negotiation, project management...).

One of the ways to enhance the quality of TT and innovation in Europe is to promote project management and require highly qualified people. TT managers need to possess skills in a very large scope of domains (scientific, legal, intellectual property, financial, negotiation, project management...).

The key role of the Future Unified patent
Specific contractual provisions
The key role of preparation
Building and managing a negotiation team
The different aspects of a negotiation strategy

FORMAT
• 6 modules spread over a 10-month period in order to allow applicants reconciling training with a full-time work.
• Each module lasts for 3- to 5 days and is dedicated to a specific theme.
• A Master’s thesis has to be written for the end of the curriculum.
• It can be followed over 2 calendar years (please contact us for more information).
• Case studies, interactions and sharing of best practices between the participants and the training team are encouraged.

MASTER 2 DIPLOMA
The Master 2 diploma on Knowledge and Technology Transfer (KTT) is delivered by the University of Strasbourg.

The diploma is entitled « Management des Projets et des Organisations, spécialité Stratégie de la propriété intellectuelle et innovation, Parcours Valorisation et Transfert de Technologie »

The registration rights include the attendance to the 6 modules, the supervision of the Master’s thesis and the university registration rights.

The Solvay Brussels School Economics & Management proposes a Certificate of attendance for the applicants attending the modules in Brusselss.

context
In today’s knowledge-based economy, IP assets are playing an increasingly key role. The development of Open Innovation, the exponential increase in the number of patents and patent litigations and the development of IP intermediation tools lead to the emergence of new professions.

The development of Open Innovation, the exponential increase in the number of patent and patent litigations and the development of IP intermediation tools lead to the emergence of new professions.

In particular, Technology Transfer (TT) and licensing activities become crucial issues and require highly qualified people. TT managers need to possess skills in a very large scope of domains (scientific, legal, intellectual property, financial, negotiation, project management...).

One of the ways to enhance the quality of TT and innovation in Europe is to promote professional competences and support career development of TT managers.

OBJECTIVES
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.

TARGETED AUDIENCE
TT managers, Project managers, Business managers, IP experts or IP lawyers.

ONE TRAINING – 2 PLACES OF LECTURE
Modules 1, 2, 4 and 5 will occur in Strasbourg, France, at EEPi’s premises. Modules 3 and 4 will occur in Brussels, Belgium, at Solvay Brussels School – EM’s premises.

Key trainers
Frédéric GAULLAUD, Director of Licensing and Business Development.
Alfred CHAUDHUT, Vice President Licensing.
Frédéric DE CONINCK, Consultant.

Yann DIETRICH, Senior Patent Licensing Executive.
Cedric DONCK, Professor, Solvay Brussels School - EM.
Dietmar HARIHOFF, Professor, Ludwig-Maximilian Institute.
Patrick LLERENA, Professor, University of Strasbourg – BETA.
Fabirama NIANG, IP Director.
Julien PENIN, Professor, University of Strasbourg – BETA.
Bruno VANDERMEULEN, IP Lawyer.
Bruno VAN POTTELBERGHE, Professor, Solvay Brussels School - EM.
Olivier WITMEUR, Professor, Solvay Brussels School - EM.

FOR ANY FURTHER INFORMATION