IPI Academy

MANAGEMENT forum



Presented by
Management Forum

Avoiding Pitfalls in Patent/Know-How Licences and R&D Collaborations

10-11 March 27
+ 16-17 September 27

This training course takes an in-depth look at the key aspects of patent/know-how licences and R&D collaborations, assessing the potential pitfalls and areas where things can and do go wrong.

Format:
Live online

CPD:
12 hours for your records

Certificate of completion

Course overview

This practical and interactive two-day training course will cover all the important aspects of patent/know-how licences and R&D collaborations that you need to be fully up to date with.

It focusses on the pitfalls and ambiguities to be aware of and avoid in these important and complex agreements. The expert trainer will take you through the stages of project management and guide you on how to achieve precision regarding IP definitions, ownership and use.

By giving you the knowledge of how to best approach your project you will understand how to build relationships and manage the process for better outcomes.

The expert trainer tackles the issues of the academia-industry dichotomy and analyses the key aspects of patent/know-how licences and R&D collaborations, assessing the areas where things can and do go wrong.

Benefits of attending

By attending this comprehensive training course you will:

- **Ensure** you have the practical mastery to give you the edge in crucial IP agreements
- **Analyse** the key aspects of patent/know-how licences and R&D collaborations
- **Assess** the areas where things can and do go wrong using draft agreements
- **Take away** practical advice that will aid you in your day-to-day role
- **Compare** experiences with delegates in similar roles

There will be adequate time during the training course for discussion and to ask the expert trainer your questions.

Who should attend?

This training course has been designed to provide a comprehensive overview of patent/know-how licences and R&D collaborations. It's applicable to all those who deal with these agreements, those who are relatively new to them and those looking for a refresher, including:

- Patent attorneys
- In-house lawyers
- Private practice lawyers
- Contracts managers
- Technology transfer managers
- Others involved in patent/know-how licences and R&D collaborations

The expert trainer will use case studies, exercises and discussion sessions to help embed the learning.

Programme

Day 1

Module 1: Patent/know-how licences

Key defined terms and how to avoid traps or ambiguity

Regarding:

- Territory – being specific and carved our exceptions
- Field – fields of use, geographical exclusions, patent type exclusions, use exclusions
- Exclusivity – pitfalls to avoid and suggested solutions
- Case studies, examples and discussion

Key financial terms including 'royalties', 'offsets' and 'milestones'

- The key aspects of provisions covering milestones and royalties
- Scope of licence and non-competition provisions - pitfalls to avoid and suggested solutions
- Liability and dispute resolution - suggested graduated dispute resolution steps, avoidance of conflict clauses
- Case studies, examples and discussion

Common pitfalls - part 1

- Defining the licensed IP - pitfalls and suggested solutions
- Licences of improvements – essential terms regarding foreground IP rights and responsibilities
- Case studies, examples and discussion

Common pitfalls - part 2

- IP warranties – essential IP and Data Protection warranties for every contract
- Dispute resolution – advantages and disadvantages of different resolution procedues
- Case studies, examples and discussion

Final questions for day one

Programme

Day 2

Module 2: R&D collaborations

Key clauses in the contract

- Each party's aims – understanding and negotiating
- Allocation of responsibility – where the responsibility and risk lies and how it can change with different wording
- Background IP applied - essential terms regarding background IP rights and responsibilities
- Plans for foreground IP - essential terms regarding foreground IP rights and responsibilities
- Case studies, examples and discussion

Frequently encountered issues and suggested solutions

- Role of the grantor
- Project coordination
- Letting problems fester
- Diverging agendas
- The solution
- Case studies, examples and discussion

Final questions

Presenter



Richard Brady

Richard Brady is a lawyer who has spent many years working in Europe and the Middle East in the legal, financial and insurance arenas. He has a degree from Cambridge College of Teachers (2005) on Teaching English and founded the British Legal Centre in 2010. He has taught professional legal skills in many companies around the World, including Deloitte and Touche, EY, White & Case, Baker McKenzie, Shalakany Law Office, DLA Piper and Clifford Chance. He has also conducted live training courses at legal departments of corporations, including: Shell Oil, Master Foods, Air Liquide, DAMAC (Dubai), ENKA (Turkey) EMBRACO/Whirlpool (Brazil), and Mowasalat (Qatar).

His specialist areas include contract law, contract drafting, M&A in the pharma industry, arbitration law and FIDIC contracts.

Course dates

10-11 March 27	**Live online** 09:30-17:00 **UK (London)** (UTC+00) *Course code 17044*	GBP **1,199** ~~1,399~~ EUR **1,679** ~~1,959~~ USD **1,927** ~~2,239~~ **Until 13 Jan**
16-17 September 27	**Live online** 09:30-17:00 **UK (London)** (UTC+01) *Course code 17329*	GBP **1,199** ~~1,399~~ EUR **1,679** ~~1,959~~ USD **1,927** ~~2,239~~ **Until 22 Jul**

How to book

Online:
ipi.academy/2721

Alternatively contact us to book, or if you have any queries:

Email:
info@ipiacademy.com

Phone:
+44 (0)20 7749 4749

Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

Further information

Fee
The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

Please note
IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

Terms and conditions
The rest of the our terms, the event cancellation policy and the terms and conditions are on our website, please visit ipi.academy/content/terms-and-conditions

Reviews

★★★★☆

The speaker is excellent and the content is very good. I would recommend.

Hugo Miguens
Senior Legal Councel
mAbxience
May 8 2025

★★★★☆

Very good. Concise and interesting [content].

Fleur Buckland
Senior Contracts Manager
the london school of hygiene and tropical medicine
Jan 27 2025

★★★★★

Excellent all slides were relevant, clear, accurate and to the point plus actually useful to apply in my business. Richard is a great presenter and one of the best I have encountered at making a difficult topic interesting, (he) brought the course to life by using examples to explain points of law from his vast experience with litigation matters throughout his legal and commercial career.

Kieran O'Connell
Knowledge Transfer Case Manager (STEM)
Technical University Dublin
May 1 2024

Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



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IPI Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

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