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## TRAINING PROGRAM

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**WIPO/STL/GE/12/INF/1**  
**ORIGINAL: ENGLISH**  
**DATE: OCTOBER 31, 2012**

## Training Program on Successful Technology Licensing (STL)

organized by

The World Intellectual Property Organization (WIPO)

The African Network for Drug and Diagnostics Innovation (ANDI), and

The Medical Research Council (MRC), South Africa

with the support of

The Japan Patent Office (JPO)

### **Geneva, November 1 to 2, 2012**

WIPO headquarters, NB Building, Conference Rooms 1 and 2

PROGRAM

*prepared by the International Bureau of WPO*

Thursday, November 1, 2012

- 8.00 – 8.30 Registration
- 8.30 – 9.00 Welcoming Remarks
- The World Intellectual Property Organization (WIPO)
- Speakers: Mr. Johannes Christian Wichard, Deputy Director General,  
Global Issues Sector, WIPO
- Mr. James Pooley, Deputy Director General, Innovation and  
Technology Sector, WIPO
- Mr. Alex Ochem, Program Officer, Secretariat, African Network  
for Drug and Diagnostics Innovation (ANDI)
- 9.00 – 9.30 Japan Patent Office (JPO) - Cooperation for Developing Countries
- Speaker: Mr. Shimpei Yamamoto, Director, Regional Policy Office,  
International Affairs Division, Japanese Patent Office (JPO)
- 9.30 – 10.00 Introduction to WIPO and its Bodies Dealing with Issues of Particular Interest  
for ANDI Network
- (a) Department of Traditional Knowledge and Global Challenges
- Speaker: Ms. Konji Sebati, Director, Department of Traditional Knowledge  
and Global Challenges, Global Issues Sector, WIPO
- (b) Innovation Division
- Speaker: Ms. Olga Spasic, Head, Innovation Structures Section, Innovation  
Division, Innovation and Technology Sector
- 10.00 – 10.15 *WIPO Re:Search*
- Speakers: Mr. Anatole Krattiger, Director, Global Challenges Division,  
Global Issues Sector, WIPO  
Mr. Thomas Bombelles, Consultant
- 10.15 – 10.30 ANDI Center of Excellence for Intellectual Property (IP) Management  
in Health Sector
- Speaker: Ms. Michelle Mulder, Manager, IP and Business Development,  
Medical Research Council (MRC), South Africa
- 10.30 – 10.45 Coffee Break

**THEME I: INTRODUCTION TO IP AND TECHNOLOGY TRANSFER**

10.45 – 11.45 **Topic 1: Overview of Commercialization Routes in the Research and Development Context (Invention Disclosure; Evaluation; Protection; Marketing; Licensing/Spin-Out; Post-Deal Management)**

- (a) Necessary infrastructure – Technology Transfer Office (TTO)
- (b) Legal framework – IP institutional policies (IP ownership, conflict of interest, benefit sharing)
- (c) Skilled professionals – the role of the researcher
- (d) Adequate funding
- (e) Marketing IP to industry
- (f) The role of IP

Speakers: Ms. Michelle Mulder

11.45 – 12.15 **Topic 2: IP for Scientists**

- Patents and the patenting process in the scientific domain
  - Inventorship vs. authorship
  - Protection vs. publishing
  - Patents as a source of information for research
- Trademarks
- Copyrights
- Trade Secrets

Speaker: Ms. Roopa Ramamoorthi, Manager, Scientific Affairs, BIO Ventures for Global Health (BVGH), San Francisco, United States of America

12.15– 12.45 **Topic 3: Keeping Good Laboratory Records**

Speaker: Ms. Michelle Mulder

12.45 – 13.15 **Topic 4: Genetic Resources in Material Transfer Agreements**

Speaker: Mr. Wend Wendland, Director, Traditional Knowledge Division, Global Issues Sector, WIPO

13.15 – 14.00 Lunch Break

**THEME II: KEY TERMS IN A LICENSING AGREEMENT**

14.00 – 15.30 **Topic 5: Key Terms in a Licensing Agreement**

14.00 – 14.30 (a) Subject Matter and Scope

Speaker: Ms. Olga Spasic

14.30 – 15.30 (b) Financial Terms – Valuation, Forms of Payment, and Other Terms

Speaker: Ms. Olga Spasic

15.30 – 15.45 Coffee Break

15.45 – 16.15 Topic 5 (cont'd):

(c) Growth and Development of Technologies over Time –  
How to Deal with Improvements of the Technology and Derivative Works

Speaker: Mr. Anatole Krattiger

16.15 – 16.45 **Topic 6: Collaboration and Contracting Discussions: A  
Pharmaceutical R&D Perspective**

Speaker: Mr. Kevin Pritchard, Science Policy Enablement Lead,  
AstraZeneca PLC

16.45 – 17.00 **Topic 7 Modifications to Research Plan, and Dispute Settlement**

Speaker: Mr. Anatole Krattiger

17.00 – 17.30 **Topic 8: Technology Transfer Agreements: Confidentiality  
Considerations and Agreements**

Speaker: Ms. Olga Spasic

17.30 – 18.00 Discussion

Friday, November 2, 2012

**THEME III: SIMULATION OF LICENSING NEGOTIATION –  
AREA OF WORK AND CASE STUDY TO BE DETERMINED**

9.15 – 9.30 **Topic 9: Negotiation Session – Preparation in Small Teams**

Introduction: Ms. Olga Spasic

9.30 – 10.00 Topic 9 (cont'd): Negotiation Session – Preparation in Small Teams

- 10.00 – 10.15 Coffee Break
- 10.15 – 11.00 Topic 9 (cont'd): Negotiation Session – Preparation in Small Teams
- 11.00 – 12.00 Topic 9 (cont'd): Negotiation Session – 1<sup>st</sup> Round of Negotiations
- 12.00 – 12.30 Topic 9 (cont'd): Negotiation Session – Team Consultations
- 12.30 – 14.00 Lunch Break
- 14.00 – 14.45 Topic 9 (cont'd): Negotiation Session – 2<sup>nd</sup> Round of Negotiations
- 14.45 – 15.15 Topic 9 (cont'd): Negotiation Session – Team Consultations
- 15.15 – 15.30 Coffee Break
- 15.30 – 16.00 Topic 9 (cont'd): Negotiation Session – Final Round of Negotiations

16.00 - 17.15 **Topic 10: Discussion on the Negotiated Deals**

Moderators: All Speakers

17.15 – 18.00 **Topic 11: Award of Certificates of Completion and Closing Ceremony**

Speakers: Ms. Konji Sebati

Mr. Marc Sery-Kore, Director, Regional Bureau for Africa,  
Department for Africa and Special Programs, Development Sector,  
WIPO

18.00 End of Session

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