

WIPO/IP/DOH/00/INF.1

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STATE OF QATAR



INTERNATIONAL
TRADE CENTRE



UNITED NATIONS
DEVELOPMENT PROGRAMME



WORLD INTELLECTUAL
PROPERTY ORGANIZATION

WIPO/ITC/UNDP REGIONAL WORKSHOP ON THE BUSINESS AND CONTRACTUAL DIMENSIONS OF ACQUISITION AND TRANSFER OF INTELLECTUAL PROPERTY

organized by
the World Intellectual Property Organization (WIPO)
and the International Trade Centre (ITC)

in cooperation with
the Ministry of Finance, Economy and Commerce
and with the financial assistance of the
United Nations Development Programme (UNDP)

Doha, November 19 to 22, 2000

PROVISIONAL PROGRAM

Document prepared by the International Bureau of WIPO

Monday, November 20, 2000 (cont'd.)

12.30 – 14.00 Lunch

14.00 – 15.00 Session 7 (a) Valuation of Technology
- Strategic business options
- Identification, assessment and evaluation of technology

Speaker : Mr. John Stonier, Consultant, Davis Collison Cave, Melbourne

15.00 – 15.30 Coffee break

15.30 – 16.30 Session 7 (b) Valuation of Technology
- Pricing and payment options: royalties, lump-sum, other fees
- Other financial and commercial aspects

Speaker: Mr. John Stonier

Tuesday, November 21, 2000

9.00 – 10.00 Session 8 (a) Fundamentals of Licensing Agreements
- Subject matter, scope, territorial exclusivities, period of license, improvements etc.

Speaker: Dr. Johan A. Erauw

10.00 – 10.30 Coffee Break

10.30 – 11.30 Session 8 (b) Fundamentals of Licensing Agreements
- Drafting a dispute settlement clause

Speaker: Mr. Jean François Bourque, Senior Adviser, Legal Aspects of Foreign Trade, International Trade Centre (ITC), Geneva

11.30 – 12.30 Session 9 (a) Negotiation Skills

Speaker: Mr. John Stonier

Tuesday, November 21, 2000 (cont'd)

12.30 – 14.00 Lunch

14.00 – 15.00 Session 9 (b) Negotiation Skills

Speaker: Mr. John Stonier

15.00 – 15.30 Coffee Break

15.30 – 16.30 Session 10 Preparation for Negotiation, Presentation and Organization for the Case Study

Speaker: Mr. John Stonier

Wednesday, November 22, 2000

9.30 – 12.30 Case Study: Negotiating and Draft Licensing Arrangements

Facilitators: Mr. John Stonier and Dr. Johan A. Erauw

12.30 - 14.00 Lunch

14.00 – 16.30 Case Study : Negotiating and Draft Licensing Arrangements

Facilitators Mr. John Stonier and Dr. Johan A. Erauw

16.30 Review and Closing

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