

WIPO-ITC/IP/CPT/00/INF/1**ORIGINAL:** English**DATE:** April 2000

GOVERNMENT OF
SOUTH AFRICA



INTERNATIONAL
TRADE CENTRE



WORLD INTELLECTUAL
PROPERTY ORGANIZATION
GENEVA

WIPO/ITC 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 Government of South Africa

Cape Town (South Africa), May 8 to 12, 2000

PROVISIONAL PROGRAM

Prepared by the International Bureau of WIPO

Monday, May 8, 2000

- 09.30 - 10.00 Opening Ceremony
- Address by a representative of the Department of Trade and Industry,
 Republic of South Africa
- Address by a representative of the Director General of the World
 Intellectual Property Organization (WIPO)
- Address by a representative of the International Trade Centre (ITC)
- 10.00 - 10.30 Coffee break
- 10.30 - 11.30 Session 1: An Overview of the Legal and Economic Dimensions of
 Intellectual Property Rights
- Speaker: Ms. Tamara Nanayakkara, Senior Program Officer,
 Economic Analysis Forecast and Research Division, WIPO
 Background document: WIPO-ITC/IP/CPT/00/1
- 11.30 - 12.30 Session 2: WIPO's Initiatives in Africa
- Speaker: Mrs. Françoise Wege, Senior Program Officer,
 Cooperation for Development Bureau for Africa, WIPO
 Background document: WIPO-ITC/IP/CPT/00/2
- 12.30 - 14.00 Lunch break
- 14.00 - 15.00 Session 3: The Legal and Regulatory Framework of Intellectual
 Property in South Africa
- Speaker: Mr. Lourie Steenkamp, Deputy Director of Industrial
 Technology Transfer, Pretoria
 Background document: WIPO-ITC/IP/CPT/00/3
- 15.00 - 15.30 Coffee break
- 15.30 - 16.30 Session 4(a): Accessing Appropriate Technology:
 - Strategies implications for businesses
 - Sourcing for holders of technology and accessing
 appropriate technology
- Speaker: Mr. Jose Luis Herce-Vigil, Senior Counsellor,
 Infrastructure and Innovation Promotion Division, WIPO
 Background document: WIPO-ITC/IP/CPT/00/4
- 18.00 WIPO Reception

Tuesday, May 9, 2000

- 09.00 - 10.00 Session 4(b): Accessing Appropriate Technology:
- Obtaining information on unprotected technology
- Speaker: Mr. Jose Luis Herce-Vigil
Background document: WIPO-ITC/IP/CPT/00/4
- 10.00 - 10.30 Coffee break
- 10.30 - 11.30 Session 4(c): Accessing Appropriate Technology:
- Demonstration
- Speaker: Mr. Jose Luis Herce-Vigil
- 11.30 - 12.30 Session 5(a): Valuation of Technology:
- Strategic business options
- Speaker: Mr. John Stonier, Consultant, Davies Collison
Cave, Melbourne, Australia
Background document: WIPO-ITC/IP/CPT/00/5
- 12.30 - 14.00 Lunch break
- 14.00 - 15.00 Session 5(b): Valuation of Technology:
- Assessment of technology packages
- Evaluating technology as a company asset
- Pricing and payment options: royalties, lump-sum,
 other fees
- Speaker: Mr. John Stonier
Background document: WIPO-ITC/IP/CPT/00/5
- 15.00 - 15.30 Coffee break
- 15.30 - 16.30 Session 6: Overview of Main Contractual Arrangements for the
Transfer and Acquisition of Intellectual Property:
- Licensing Agreement
- Franchising, Agency and Distributorship Contracts
- Joint Venture Agreements
- Speaker: Dr. Johan A. Erauw, Professor of International
Law, Ghent University, Ghent, Belgium
Background document: WIPO-ITC/IP/CPT/00/6
- 16.30 End of Session

Wednesday, May 10, 2000

- 09.00 - 10.00 Session 7(a): Fundamentals of Licensing Agreements:
- Subject matter, scope, territorial exclusivities, period of license, improvements, etc...
 - Specific practices and provisions concerning patents, trademarks, know-how
 - Applicable law

Speaker: Dr. Johan A. Erauw

Background document: WIPO-ITC/IP/CPT/00/7(a)

10.00 - 10.30 Coffee break

- 10.30 - 11.30 Session 7(b): Fundamentals of Licensing Agreements:
- Drafting a Dispute Settlement Clause

Speaker: Mr. Jean François Bourque, Senior Adviser,
Legal Aspects of Foreign Trade, ITC

Background document: WIPO-ITC/IP/CPT/00/7(b)

11.30 - 12.30 Session 8(a): Negotiation skills

Speaker: Mr. John Stonier

Background document: WIPO-ITC/IP/CPT/00/8

12.30 - 14.00 Lunch break

14.00 - 15.00 Session 8(b): Negotiation skills

Speaker: Mr. John Stonier

Background document: WIPO-ITC/IP/CPT/00/8

15.00 - 15.30 Coffee break

15.30 - 16.30 Session 8(c): Preparation for Negotiation, Presentation and
Organization for the Case Studies

Speaker: Mr. John Stonier

16.30 End of Session

Thursday, May 11, 2000

Group I

09.30 - 12.30 Session 9: Case Study N° 1: Negotiating and Drafting Licensing Arrangements

Facilitators: Mr. John Stonier and Dr. Johan A. Erauw
Background document: WIPO-ITC/IP/CPT/00/9

12.30 - 14.00 Lunch break

14.00 - 16.30 Session 9: Continue

16.30 Review and End of Session

Friday, May 12, 2000

Group II

09.30 - 12.30 Session 10: Case Study N° 2: Negotiating and Drafting Licensing Arrangements

Facilitators: Dr. Johan A. Erauw and Mr. John Stonier
Background document: WIPO-ITC/IP/CPT/00/10

12.30 - 14.00 Lunch break

14.00 - 16.30 Session 10: Continue

16.30 Review and End of Session

17.00 Closing Ceremony

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