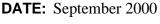
WIPO/IP/DOH/00/INF.1

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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

Sunday,	November	19.	2000
Duilday	TIOICIIDEI		

9.00 - 9.30Addresses: A representative of the Government of Qatar A representative of the Director General of the World Intellectual Property Organization (WIPO) A representative of the International Trade Centre (ITC) A representative of the United Nations Development Programme (UNDP) 9.30 - 10.00Coffee break Session 1 An Overview of the Legal and Economic Dimensions 10.00 - 11.00of Intellectual Property Rights and WIPO's Initiatives in the Arab Region Ms. Tamara Nanayakkara, Senior Program Officer, Speakers: Economic Analysis Forecast and Research Division, Mr. Mahmud Muntasser, Program Officer, Cooperation for Development Bureau for Arab Countries, WIPO 11.00 - 12.00Session 2 The Legal and Regulatory Framework of Intellectual **Property in Qatar** Speaker: Local Speaker 12.00 - 13.30Lunch 13.30 - 14.30Session 3 The Importance of Intellectual Property for the **Competitiveness of Small and Medium-Sized Enterprises** Mr. Shahid Alikhan, Former Deputy Director General, Speaker: WIPO, and Honorary Senior Advisor, World Association of Small and Medium-Sized Enterprises (WASME), Hyderabad

Sunday, November 19, 2000 (cont'd.)

14.30 – 15.30 Session 4 **Investing in and Transferring Technology to**

Developing Countries - Experience of a

Pharmaceutical Company

Speaker: Representative of Eli Lilly, Export SA, Geneva

15.30 - 16.00 **Coffee break**

16.00 – 17.00 Session 5 (a) Accessing Appropriate Technology

- Strategic 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

18.00 WIPO Reception

Monday, November 20, 2000

9.00 – 10.00 Session 5 (b) Accessing Appropriate Technology:

- Obtaining information on unprotected technology

Speaker: Mr. Jose Luis Herce-Vigil

10.00 – 10.30 Coffee break

10.30 – 11.30 Session 5 (c) Accessing Appropriate Technology:

- Demonstration

Speaker: Mr. Jose Luis Herce-Vigil

11.30 – 12.30 Session 6 Overview of Licensing Arrangements for the Transfer

and Acquisition of Intellectual Property:

- Licensing and other technology agreements

Speaker: Dr. Johan A. Erauw, Professor of International Law,

Ghent University, Ghent

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: Negociating and Draft Licensing Arrangements

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

16.30 Review and Closing

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