



# EDUCATION OPPORTUNITIES

AT THE LESI ANNUAL CONFERENCE



**YOUR SHIP HAS COME IN!**

Enhance your LESI Meeting experience with

**EXPERT LICENSING EDUCATION**

Join us in San Diego for these LES courses

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For details visit: [www.lesusacanada.org/education](http://www.lesusacanada.org/education)

APRIL 28-29

## ADVANCED NEGOTIATION SKILLS WORKSHOP

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Teaching the principles and techniques that lead to effective negotiations, this interactive and intermediate-level course will improve your negotiating skills and ability to achieve desired outcomes.

### Course Objectives

- Learn the negotiating principles and techniques that are most effective
- Practice and refine your negotiation skills through a simulated IP licensing negotiation
- Take home new ideas and references for successfully executing the next negotiation

**\$795** Member

**\$995** Non-Member

**\$795** Student

MAY 2

## CLP EXAM REVIEW COURSE

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Taught by experienced CLP-certified LES members, the emphasis of this course is on the eight CLP domains, the practice exam questions, and the participants' results.

### Course Objectives

- Review the principles and concepts from each of the eight established domains tested on the CLP Exam
- Review and discuss sample questions from the approved CLP Sample Exam
- See all of the testable subject matter in a one-day review course taught by expert LES CLP Certified instructors which includes class-time and breaks for Q&A.

**\$995** Member and Non-Member

MAY 2-3

## BEST PRACTICES IN IP LICENSING

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During this interactive course, hear first-hand from the experts. Learn as technology transfer leaders who are top-flight teachers provide their expertise on best practices for structuring and negotiating IP transactions. Our team of nationally recognized top legal and corporate experts will show you their craft in successfully identifying, evaluating and executing licensing and acquisition opportunities aligned with your company's strategic vision. Their deep experience, you will leave armed with the key components you need to successfully understand, evaluate and negotiate transactions.

### Course Objectives

- Improve skills in managing intellectual property assets, licensing and other IP transactions
- Establish material terms of a license agreement
- Master fundamentals of patents, copyrights, trademarks, and trade secrets
- Build up skills and then participate in a mock license negotiation
- Understand key legal issues and trends to be more effective in your transactions

### Learn about specialized issues

- Industry-university collaborations
- Pharma, software, open source, cloud computing
- Use of arbitration and alternative dispute resolution
- Multi-national licensing and acquisition
- Exchange experiences and lessons learned with other attendees
- Get questions answered by top IP transaction experts!

#### Early Bird

**\$995** Member

**\$1,295** Non-Member

#### After April 20

**\$1195** Member

**\$1495** Non-Member