Licensing is a key strategy by which companies realize significant value from their patents and technology. The ability to draft, negotiate and interpret license agreements is a core skill for IP attorneys and other professionals who deal with licenses. This course provides a comprehensive overview of key licensing concepts, the drafting of key clauses in a license agreement, and the impact of related topics such as competition law, export control law and the Bayh-Dole Act.

The course lays the groundwork for a clause-by-clause examination of all significant elements of the patent licensing agreement. The practical questions always focused on are how and whether each element is sufficient to serve the business needs of the parties while remaining legally viable. The main components of typical licensing agreements, from the opening part through the execution and authentication provisions, are examined in detail. Practical, hypothetical illustrative examples are used, often in workshop form, with carefully crafted problem handouts distributed to the attendees during the course.

Throughout the course, the faculty members emphasize achieving legally satisfactory drafting results by recognizing the logical principles that underlie the job to be done. Sample forms are used to explain the practical considerations upon which they are based. Law and precedent are presented in terms that make clear the legal reasoning behind recommended drafting approaches.

This is a course for the craftsman. Both the course and the text provide a solid basis for responding to virtually every license drafting problem that may arise. Even for the highly experienced licensing lawyer, new insights may be provided; at the very least, the course will be a rich, comprehensive refresher. For the less experienced licensing lawyer, it will open vistas, both with respect to hidden problems and to mechanisms for dealing with them.