

**Workshop****IP & Commercialisation for Scientists****Level****Basic****Duration****1 day** – 8.30am to 5.00pm. **or ½ day** – morning or afternoon**Or two consecutive half days****Program**

A detailed description of the workshop program is below.

Objectives

This workshop has been designed specifically for scientists and students.

It introduces them to intellectual property, and to commercialisation.

Its aim is to remove some of the myths that scientists and students sometimes mistakenly believe about intellectual property and commercialisation.

It aims also, by dispelling these myths, to demonstrate to them that intellectual property and commercialisation does not encumber them or prejudice them in their research and publication objectives, but in fact complements those objectives and helps those objectives being achieved.

It aims as well to persuade them why they should embrace intellectual property and commercialisation and what their role can be.

This workshop can be presented as a one day workshop, either in one day, or on two consecutive half days. A shortened ½ day version is also available.

Customisation

The content of this workshop can be changed and customised to enable specific learning objectives to be achieved.

Presenter

Philip Mendes

Delivery style

Interactive workshop style.

Emphasis on discussion, participants asking questions, contributing their comments, and sharing their experiences.

We find that this interactive workshop style keeps participants alert and achieves a more effective learning and skills building outcome.

Materials

Each participant receives a set of bound workshop materials which will be an ongoing reference resource.

Certificate of Completion

A Certificate of Completion is provided to each participant.

IP & COMMERCIALISATION FOR SCIENTISTS

DAY 1		
9.00	Why do we consider protecting and commercialising IP?	Why scientists commercialise. The motivation for entrepreneurship in science. The benefits of commercialisation to the community. Economic benefits to the nation, to the institution, and to the scientist.
9.30	What scientists need to know about IP	An overview of the different types of intellectual property, and what they protect, including: patents, copyright (including software), data protection, designs, trade marks, plant breeders rights, eligible layout rights, and confidential information.
10.00	What scientists need to know about the patent process	Patent processes: patentable subject matter, requirements for a patent including novelty, priority date, provisional applications, PCT applications, national phase, opposition and examination.
10.30	How far can you go in making disclosures without a Confidentiality Agreement?	What is Confidential Information. Why have a Confidentiality Agreement. Common terms of a Confidentiality Agreement. Common traps and pitfalls. Disclosing without a Confidentiality Agreement. Guidelines to help decide how far to disclose without a Confidentiality Agreement.
11.00	Morning Tea	
11.15	What Scientists Need to Know About Material Transfer Agreements	Essential terms of a Material Transfer Agreement. Common terms. Common traps and pitfalls. Strategies and approaches to dealing with Material Transfer Agreements. The controversial issues in MTAs, including the ownership of New IP arising under the MTA, and how to deal with them.
11.45	What Scientists Need to Know About Preparing Research Agreement Schedules	Preparing Schedule 1: Research Program; Schedule 2: Research Funds; Schedule 3, Milestones. Schedule 4 Background IP. The legal principle of Certainty that Schedules must meet. How to ensure certainty so that Research Agreement will not be avoid. .
12.15	What Scientists Need to Know about the downsides of IP Joint Ownership	Joint ownership of IP suggests that the joint owners have equal and mutual rights over the jointly owned IP. But that is not the case. Unharmonised laws result in one joint owner being disadvantaged. Implications of joint ownership of patents, in various countries considered.
1.00	Close	
DAY 2		
9.00	Publications as a critical commercialisation strategy	How scientific publications make a critical contribution to the commercialisation objective. Achieving both publication and commercialisation objectives without either hindering the other.
9.30	What Scientists Need to Know About Evaluating Commercialisation Prospects	Criteria for assessing a technology candidate, and whether it warrants commercialisation effort, including: patentability, novelty, the state of the research, IP ownership, assessment of the market including market need, market size, etc
10.00	How scientists create commercialisation opportunities	The role that scientists play in identifying and finding commercial partners. How scientists can be more aware and proactive about the commercialisation opportunities that they have the power to create.
10.30	Morning Tea	
10.45	What Scientists Need to Know About Commercialisation pathways	In brief: the differences between assignment, licensing, and start up companies. Why assignment is not done. Comparing the options. Essential characteristics of each commercialization pathway.
11.30	What Scientists Need to Know about Licensing	The essential terms of a license Agreement. Parties. Affiliates. Field. Territory. Grant Rights. Access to Improvements. Sublicensing. Reserving research rights. Applying for and Managing Patents. Diligence Obligations. Termination. Financial Terms. Up front payments. Milestone payments. Different types of royalty structures. Royalties where product infringes a patent. Know how royalties. Royalties of sales, on sub-license income. Etc Royalties in countries where you have no patents.
12.15	What Scientists Need to Know About Start-Up companies	The essentials of start-up companies. How investors structure their investment for shares. Milestones. Tranches. Milestones. Investors' preferential share rights and how they work. Investors' anti-dilution rights and how they work. Governance of a start-up company. Veto matters. Investor exits, trade sale and IPO. Share and Option schemes.
1.00	Close	