



Presented by
Management Forum

Avoiding Pitfalls in Patent/Know-How Licences and R&D Collaborations

27 November 2025

Analyse the key aspects of patent/know-how licences and R&D collaborations, assessing the areas where things can and do go wrong.



Format:
Live online



CPD:
6 hours for your records



Certificate of
completion

Course overview

This one-day course will give you an insight into the important aspects of patent/know-how licences and R&D collaborations that you need to be up to date with.

It focusses on the pitfalls and ambiguities to avoid in these important and complex agreements, takes you through the stages of project management and guides you on how to achieve precision regarding IP definitions, ownership and use.

By giving you the knowledge of how to best approach your project you will know how to build relationships and manage the process for better outcomes.

The expert trainer tackles the issues of the academia-industry dichotomy and analyses the key aspects of patent/know-how licences and R&D collaborations, assessing the areas where things can and do go wrong.

Benefits of attending

By attending this comprehensive one-day seminar you will:

- **Ensure** you have the practical mastery to give you the edge in crucial IP agreements
- **Analyse** the key aspects of patent/know-how licences and R&D collaborations
- **Assess** the areas where things can and do go wrong using draft agreements
- **Take away** practical advice that will aid you in your day-to-day role
- **Compare** experiences with delegates in similar roles

Who should attend

This course has been designed to give a comprehensive overview of patent/know-how licences and R&D collaborations. It's applicable to all those who are new to these agreements or are looking for a refresher, including:

- Patent attorneys
- In-house lawyers
- Private practice lawyers
- Contracts managers
- Technology transfer managers
- Others involved in patent/know-how licences and R&D collaborations

Programme

Introduction

- Setting the scene – licences in the morning, R&D collaborations in the afternoon
- Each session will be based on a real contract, covering what the parties wanted out of the arrangement, why key clauses were in there and the problems they encountered, legal, technical and relationship-wise, when implementing the contract
- Lessons learned by the parties and their advisors from each scenario

Module 1: Patent/know-how licences

Key defined terms and how to avoid traps or ambiguity

Regarding:

- Territory
- Field
- Exclusivity

Key financial terms including 'royalties', 'offsets' and 'milestones'

- The key aspects of provisions covering milestones and royalties
- Scope of licence and non-competition provisions
- Liability and dispute resolution

Common pitfalls

- Defining the licensed IP
- Licences of improvements
- IP warranties
- Dispute resolution

Module 2: R&D collaborations

Key clauses in the contract

- Each party's aims
- Allocation of responsibility
- Background IP applied
- Plans for Foreground IP

Problems encountered

- Role of the grantor
- Project coordination
- Letting problems fester
- Diverging agendas
- The solution

Common pitfalls

- Confidentiality vs publication
- Patenting vs sharing
- Herding diverse stakeholders
- Change of control or key personnel
- National idiosyncrasies, Germany and China examples

Presenter



Richard Brady

Richard Brady is a lawyer who has spent many years working in Europe and the Middle East in the legal, financial and insurance arenas. He has a degree from Cambridge College of Teachers (2005) on Teaching English and founded the British Legal Centre in 2010. He has taught professional legal skills in many companies around the World, including Deloitte and Touche, EY, White & Case, Baker McKenzie, Shalakany Law Office, DLA Piper and Clifford Chance. He has also conducted live training courses at legal departments of corporations, including: Shell Oil, Master Foods, Air Liquide, DAMAC (Dubai), ENKA (Turkey) EMBRACO/Whirlpool (Brazil), and Mowasalat (Qatar).

His specialist areas include contract law, contract drafting, M&A in the pharma industry, arbitration law and FIDIC contracts.

Course date

27 November 2025

Live online

09:30-17:15 **UK (London)** (UTC+00)

Course code 15104

GBP **599** ~~699~~

EUR **839** ~~979~~

USD **963** ~~1,119~~

Until 23 Oct

How to book



Online:

ipi.academy/1970

Alternatively contact us to book, or if you have any queries:



Email:

info@ipiacademy.com



Phone:

[+44 \(0\)20 7749 4749](tel:+442077494749)

Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

Further information

Fee

The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

Please note

IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

Terms and conditions

The rest of our terms, the event cancellation policy and the terms and conditions are on our website, please visit ipi.academy/content/terms-and-conditions



Reviews



The speakers and content were of a very high standard.



Seamus McCooey
Director of IP
Grifols Worldwide Operations
Sep 21 2017



I think it's great that it's highly ranked people giving the course with an international view – very important if you come from an international company. The hands-on practical part of the course made things much clearer.



Helena Reimers
Senior Legal Counsel
Sony Mobile Communications
Sep 21 2017



A very useful and insightful course with very engaging speakers who kept the audience's attention at all times.



Fiona Scott
Patent Attorney
Nexeon Limited
Sep 21 2017



The course totally met my expectations. The speakers were really professional with clear explanations.



Kitti Szamosi
Trademark Counsel
Egis Pharmaceuticals PLC
Sep 21 2017

Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

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ALEKSANDRA BEER
Tel: +44 (0)20 7749 4749
Email: inhouse@ipiacademy.com



YESIM NURKO
Tel: +44 (0)20 7749 4749
Email: inhouse@ipiacademy.com



IPI
Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

10-12 Rivington Street
London EC2A 3DU

ipi.academy
Tel: +44 (0)20 7749 4749
Email: info@ipiacademy.com