

**Workshop****Entrepreneurship Bootcamp****Level****Basic****Duration****1 day** – 8.30am to 5.00pm.**Program**

A detailed description of the workshop program is below.

**How this workshop helps tech transfer professionals**

This skills development workshop has been designed for founders of start-up companies.

As founders, they will need to rapidly climb a learning curve and acquire essential knowledge and skills in relation to such matters as:

- Protecting their IP
- Confidentiality Agreements
- Finding Commercial Partners
- Research Agreements
- Licensing
- Etc.

There are also traps for the unwary founder that they will need to navigate, such as dealing with options to negotiate.

This workshop introduces founders to all these concepts and relationships and gives them a working knowledge to enable them to navigate these issues.

**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.

**ENTREPRENEURSHIP BOOTCAMP - Skills, Tools, and Know How**

9.00	<b>What you must know about obtaining Patents, and the Patenting Process (including software patents)</b>	Requirements to be met for patentability. Patent processes: priority date, provisional applications, PCT applications, national phase, pitfalls of patenting too early, the timing of patent applications. Choices to be made in the patent application process and the factors that influence them.
9.30	<b>Choosing whether to protect IP by patenting, or by trade secret</b>	IP Protection strategies. Pros and cons of patenting. When patenting should be considered. When protection strategies other than patenting should be considered. Factors influencing the choice.
10.00	<b>What you must know about Confidentiality Agreements</b>	The essential terms of a Confidentiality Agreement that must be appreciated. Common terms. Common traps and pitfalls. Strategies and approaches to dealing with confidential disclosures and Confidentiality Agreements so as not to put the commercialisation opportunity at risk, and still protect the IP.
10.30	<b>Morning Tea</b>	
11.00	<b>What you must know about Material Transfer Agreements and Software Evaluation Agreements</b>	The 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 MTA's, including the ownership of New IP arising under the MTA.
11.30	<b>What you must know about Collaborative Research Agreements</b>	The essential terms of a Collaborative Research Agreement. Common terms. Common traps and pitfalls. Strategies and approach to dealing with Research Agreements. Models for the ownership of IP. Issues that are recurrent problems and how to solve them. Management of technical risk.
12.30	<b>Lunch</b>	
1.30	<b>What you must know about License Agreements</b>	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. Prosecution of Infringers. Confidentiality. Publications. Risk Provisions. Indemnities. Warranties. Diligence Obligations. Termination. Assignment. Dispute Resolution. Governing Law. 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.
3.00	<b>Afternoon Tea</b>	
3.30	<b>Strategies to find commercial partners and licensees</b>	Strategies to identify potential commercial partners including potential licensees. Where "deal opportunities" come from and who makes them.
4.15	<b>Traps for the unwary: the legal status of options to negotiate and rights of first refusal in different countries</b>	Rights of first refusal, options to license and options to negotiate. US models, and relevant US laws that non US parties need to know.
5.00	<b>Close</b>	