



KNOWLEDGE  
COMMERCIALISATION  
AUSTRALASIA

# Commercialisation & Industry Engagement - Practical Contracting

1 Day Professional Development Course  
17 June 2019 | Curtin University, WA

*Course Fee: \$770.00 incl GST*

This course is designed to give an overview of IP protection frameworks and contract mechanisms that can be used by Universities and public sector research groups to facilitate commercialisation and industry engagement. The course will cover:

- Contracting practicalities (in the context of IP commercialisation)
- IP Assets and protection
- Use of NDA's and MTA's
- R&D collaborations (what will be delivered, who will own it and what will be paid)
- Licensing fundamentals
- Preparation for negotiation
- Negotiation skills and techniques

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