

Licensing & Negotiation Training Workshop

Philadelphia, Pa.

April 24, 2018

Instructors

- **Mojdeh Bahar**, USDA/Agricultural Research Service
 - Assistant Administrator, Office of Technology Transfer
 - Patent Attorney, former examiner with USPTO
- **Dr. Mark Reeves**, Oak Ridge National Laboratory
 - Associate Director, Office of Technology Transfer (36 years exp. at ORNL, 18 years in technology transfer)
 - Ph.D., microbiology
 - MBA
 - Hundreds of negotiated technology transfer deals/agreements

Agenda

8:30-8:45 AM	Introduction of Course and Instructors	Mojdeh Bahar
8:45-9:15 AM	Licensing in a GOGO Environment	Mojdeh Bahar
9:15-9:45 AM	Licensing in a GOCO Environment	Mark Reeves
9:45-10:30 AM	Tools for More Effective Licensing	Mark Reeves
10:30-11:00 AM	Break	
11:00-11:30 AM	Tools - Interactive Workshop	Mark Reeves
11:30 AM-Noon	Negotiation Tips and Skills	Mojdeh Bahar
Noon-1:00 PM	Lunch and Networking	
1:00-1:30 PM	Negotiation Tips and Skills (Cont.)	Mojdeh Bahar
1:30-2:15 PM	Negotiation Skills -Interactive Workshop	Mojdeh Bahar
2:15-3:00 PM	Negotiation Tips and Skills	Mark Reeves
3:00-3:30 PM	Break	
3:30-5:00 PM	Crafting Effective License Agreements	Mark Reeves/Mojdeh Bahar
5:00 PM	Adjourn	

Sign-in Procedures

- Sign in this morning and afternoon to verify that you completed the course.
- We will pass around the sign-in sheet.

Course Materials

- Course book
- Handouts
- Don't have materials? Check in at registration to pick them up.

Add/Drop

- Not the course for you? You can add/drop till 9:45 am.
- Trade in your books at the registration desk.
- Be sure to sign in to your new course.

Evaluate the Course

- Your feedback is our most useful tool!
- Evaluation form in your books.
- Hand it in at registration.

Credit

- You can still register for continuing education credit at eu.montana.edu/flc.
- You'll receive “credit” for completing this course in the form of an online badge you can share with your social networks. Look for an email from Credly for your badge.