

**Professional Development Workshops  
Presented by Faculty from the  
Mid-Atlantic Region of the  
National Council of University Research Administrators**

**Intellectual Property Management  
Content Level: Intermediate**

**Course Description:** Universities are frequently seen as the economic development engines for their respective state and local economies, and often times are expected to be the source of new technology for the industries of tomorrow. As a result, research administrators are expected to negotiate agreements and manage the University's Intellectual Property interests in support of these economic development activities, while also protecting and growing the University's fundamental research activities. In many cases, the expectations of the University and the sponsor conflict with one another. Consequently, University personnel must walk the fine line of both addressing their own institutional policies and granting sufficient IP rights to the sponsor to facilitate the project, all the while adhering to any relevant federal requirements. This Session focuses on the many challenges facing research administrators who manage intellectual property, and negotiate research agreements with private industry, state, and federal sponsors.

**Learning Objectives:**

- Participants will learn the four different types of Intellectual Property and their relevance to sponsored research agreements;
- Participants will understand the obstacles faced when colleges and universities prospectively grant intellectual property rights to inventions resulting from sponsored research;
- Participants will learn IP clauses in Federal and industry awards;
- Participants will experience real life negotiating strategies for IP management;
- Participants will be exposed to Government reporting requirements;
- Participants will learn of the various factors influencing a University's ability to negotiate IP terms in any given research agreement; and
- Participants will learn the basic clauses of a commercial licensing agreement and their relationship to terms negotiated in a sponsored research agreement.

**Prerequisites:** Working knowledge of contracting and experience in research administration

**Who Should Attend:**

- IP Managers
- Grants and Contract Officers
- Senior Research Administrators

