

**INTERNATIONAL ATOMIC ENERGY AGENCY
TECHNICAL COOPERATION DEPARTMENT**

AND

WORLD INTELLECTUAL PROPERTY ORGANIZATION (WIPO)

**PROJECT RER/0/023 Strategic Planning for Management, Self-reliance, and
Sustainability of National Nuclear Institutions**

SUMMARY

REGIONAL TRAINING COURSE ON

**INNOVATION, TECHNOLOGY TRANSFER AND SUCCESSFUL
TECHNOLOGY LICENSING (STL) IN RESEARCH AND DEVELOPMENT
INSTITUTIONS**

The course:

- Offered basic knowledge on **intellectual property** and its role in innovation promotion and technology transfer;
- Explained the concept of **open innovation**;
- Provided information and practical training on legal and organizational infrastructure for efficient **transfer of technology** in the context of R&D institution – institutional policies and concrete steps for the establishment of technology transfer office,
- Explained what **licensing** was, what the key terms of a licensing agreement were, and how to use licensing as a mean for technology transfer.
- Gave an opportunity to the participants to apply the knowledge acquired during the course through intellectual property institutional policy exercises and simulation of licensing negotiation,
- Enhanced networking among participants and potential actors in the technology transfer process - policy makers, scientists, business people and lawyers.

The course was conducted as an interactive activity between the lecturers and the participants; training materials, including WIPO Successful Technology Licensing (STL) Manual, exercises and case studies relevant to the participants' profiles, and references for further reading were also provided (in English) by WIPO.

Key points identified by the workshop participants in the last session included:

- The workshop provided a helpful overview of the issues involved in licensing and access to practical licensing resources and information;
- The concept of the term sheet **checklist** is very helpful in negotiation;
- Access to **human resources with proper skills** is key to successful technology transfer;
- Technology **valuation** strategy and tools are helpful in negotiations;
- It is important to spend time in **preparation** and a **clear negotiation strategy** before starting negotiations;
- There is a wide **variety and complexity** of licensing **options** available
- IP protection and knowledge is important for both private and public sectors;
- IP protection is **not so expensive** to develop, if you have a good strategy.

- In negotiations, one can use the **trading of “secondary” items** to achieve agreement and results on **primary matters**.
- There is **much to learn** in this field of licensing, commercialization and tech transfer.
- The role of **basic research** in innovation and market value creation is important;
- Issue connected to IP protection and licensing require a diversity of background and professional profiles, therefore **team work** is key for achieving the goals
- Innovation and business development is a new initiative in many countries. It is important to start developing **policies, practices, framework, and human resources** and keep **focus** at national and institutional level.
- **Much work** is needed to meet the unique requirements of technology protection and innovation management in the nuclear sector.
- IP and tech transfer can create **value and reputation** for nuclear institutes.

Licensing Economics Review provides royalty rate comparables per industry and is available upon subscription. **Licensing Executives Society** journal “Les Nouvelles” and studies of royalty rates are also available to all members.