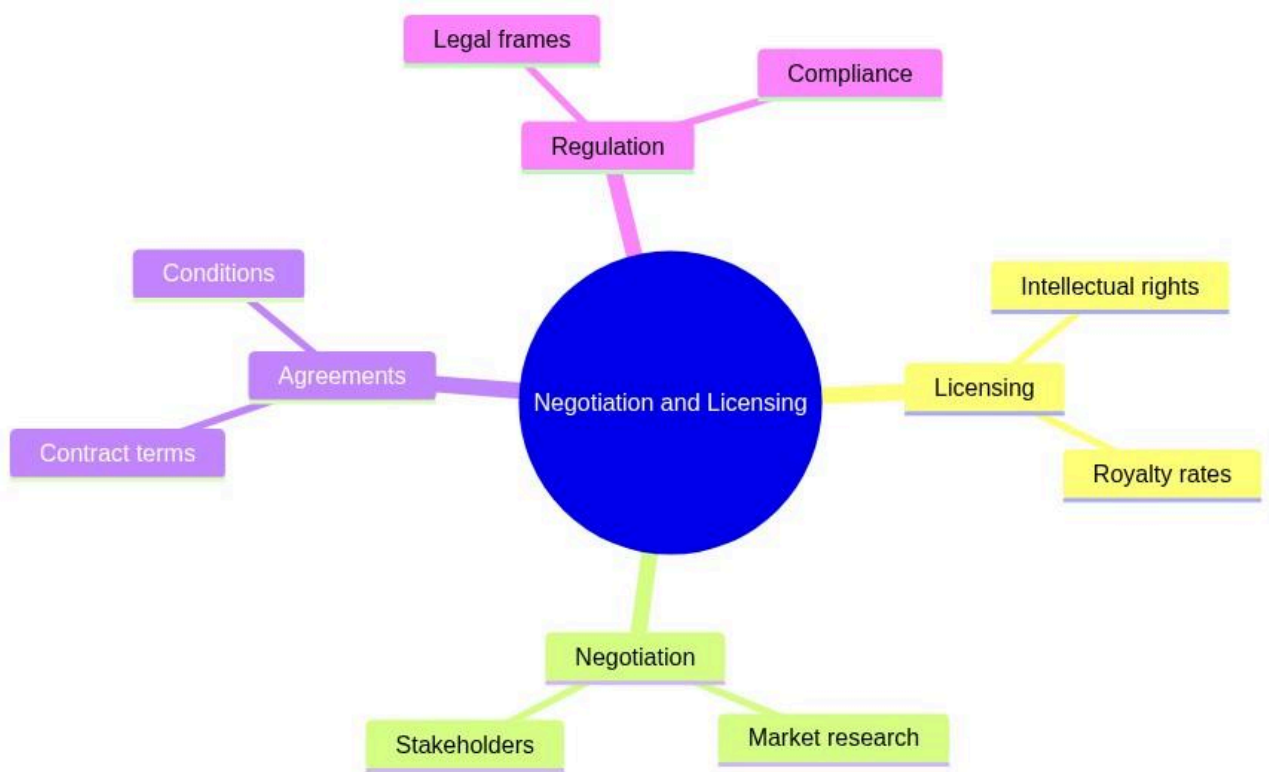


Certificate in Technology Transfer and Commercialisation (Belgium)

Negotiation and Licensing



```

mindmap
    root((Negotiation and Licensing))
        Licensing
            Intellectual rights
            Royalty rates
        Negotiation
            Market research
            Stakeholders
        Agreements
            Contract terms
            Conditions
        Regulation
            Legal frames
            Compliance
    
```