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Certificate in Technology Transfer and Commercialisation (Belgium)

## Negotiation and Licensing

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Academic Licensing refers to the process of granting permission to use intellectual property, such as patents or copyrights, to another party, often a company, in exchange for royalties or other forms of compensation, this is a key concept in the negotiation of licensing agreements. Active Listening is a crucial skill in effective negotiation, where one party pays close attention to what the other party is saying, both verbally and non-verbally, and responds in a way that shows they understand and are engaged in the conversation.

Addendum is a document that is added to a existing contract or agreement, such as a licensing agreement, to modify or supplement its terms, this can be used to make changes to the original agreement without having to renegotiate the entire contract. Agent is a person or company that is authorized to act on behalf of another party, such as a technology transfer office, in negotiating and managing licensing agreements.

Agreement in Principle is a document that outlines the basic terms of a licensing agreement, such as the scope of the license, the royalty rate, and the duration of the agreement, this is often used as a starting point for further negotiation. Alternative Dispute Resolution refers to methods of resolving disputes, such as mediation or arbitration, that do not involve going to court, this can be a useful approach in resolving disputes related to licensing agreements. Assignment is the transfer of ownership of intellectual property, such as a patent or copyright, from one party to another, this can be an important aspect of licensing agreements.

Audit Clause is a provision in a licensing agreement that allows the licensor to audit the licensee's records to ensure compliance with the terms of the agreement, such as royalty payments. Best Efforts refers to the obligation of a party to use their best efforts to achieve a particular goal or objective, such as commercializing a technology, this can be an important aspect of licensing agreements.

Breach of Contract occurs when one party fails to fulfill their obligations under a contract, such as a licensing agreement, this can lead to disputes and legal action. Business Plan is a document that outlines a company's goals, objectives, and strategies for commercializing a technology, this can be an important aspect of licensing agreements. Commercialization is the process of bringing a technology or product to market, this is a key aspect of technology transfer and licensing.

Confidential Disclosure Agreement is a contract that requires one party to keep confidential any information that is disclosed to them by another party, this is often used in negotiation of licensing agreements. Confidentiality refers to the obligation of a party to keep certain information secret and not disclose it to others, this is an important aspect of licensing agreements. Cooperative Research and Development Agreement is a contract between two or more parties to collaborate on research and development projects, this can be an important aspect of technology transfer and licensing.

Copyright is a form of intellectual property that protects original literary, dramatic, musical, and artistic works, this can be an important aspect of licensing agreements. Cross-Licensing refers to the practice of exchanging licenses to use each other's intellectual property, such as patents, this can be an important aspect of negotiation of licensing agreements. Default occurs when one party fails to fulfill their obligations under a contract, such as a licensing agreement, this can lead to disputes and legal action.

Defensive Publishing is the practice of publishing information about a technology or invention to prevent others from patenting it, this can be an important aspect of technology transfer and licensing. Due Diligence refers to the process of investigating and evaluating a technology or company to determine its

potential for commercialization, this is an important aspect of negotiation of licensing agreements. Duty of Care refers to the obligation of a party to act with reasonable care and skill in their dealings with others, this can be an important aspect of licensing agreements. Exclusive License is a license that grants the licensee the exclusive right to use the intellectual property, such as a patent, this can be an important aspect of negotiation of licensing agreements. Exclusivity refers to the right of a party to be the sole provider of a technology or product, this can be an important aspect of licensing agreements. Field of Use refers to the specific area or industry in which a technology or product can be used, this can be an important aspect of licensing agreements. Force Majeure refers to events or circumstances that are beyond the control of the parties, such as natural disasters or wars, and that may affect their ability to fulfill their obligations under a contract, this can be an important aspect of licensing agreements. Freedom to Operate refers to the ability of a party to use a technology or product without infringing on the intellectual property rights of others, this can be an important aspect of negotiation of licensing agreements. Gantt Chart is a type of bar chart that is used to plan and schedule projects, this can be a useful tool in managing licensing agreements. Good Faith refers to the obligation of a party to act honestly and fairly in their dealings with others, this can be an important aspect of licensing agreements. Governing Law refers to the law that governs the interpretation and enforcement of a contract, such as a licensing agreement, this can be an important aspect of negotiation. Indemnification refers to the obligation of a party to compensate another party for any losses or damages that they may incur, this can be an important aspect of licensing agreements. Infringement occurs when a party uses a technology or product in a way that infringes on the intellectual property rights of another party, this can lead to disputes and legal action. Innovation refers to the process of creating new or improved technologies, products, or services, this is a key aspect of technology transfer and licensing. Intellectual Property refers to the legal rights that protect creative works, such as patents, copyrights, and trademarks, this is a key aspect of licensing agreements. Joint Ownership refers to the shared ownership of intellectual property, such as a patent, by two or more parties, this can be an important aspect of negotiation of licensing agreements. Joint Venture is a partnership between two or more parties to collaborate on a project or business venture, this can be an important aspect of technology transfer and licensing. Know-How refers to the practical knowledge and expertise that is required to use a technology or product, this can be an important aspect of licensing agreements. License is a contract that grants permission to use intellectual property, such as a patent or copyright, this is a key aspect of technology transfer and licensing. License Agreement is a contract that outlines the terms and conditions of a license, this can include provisions such as the scope of the license, the royalty rate, and the duration of the agreement. License Fee is the payment that is made by the licensee to the licensor in exchange for the right to use the intellectual property, this can be an important aspect of negotiation of licensing agreements. Licensing Strategy refers to the approach that is taken by a party to license their intellectual property, this can include decisions such as whether to grant exclusive or non-exclusive licenses. Material Transfer Agreement is a contract that governs the transfer of materials, such as biological samples or software, from one party to another, this can be an important aspect of technology transfer and licensing. Mediation is a process of resolving disputes through the use of a neutral third-party mediator, this can be a useful approach in resolving disputes related to licensing agreements. Most Favored Nation Clause is a provision in a licensing agreement that requires the licensor to offer the same terms and conditions to all licensees, this can be an important aspect of negotiation. Non-Disclosure Agreement is a contract that requires one party to keep confidential any information that is disclosed to them by another party, this is often used in

negotiation of licensing agreements. Non-Exclusive License is a license that grants the licensee the right to use the intellectual property, but does not prevent the licensor from granting licenses to other parties, this can be an important aspect of licensing agreements. Option Agreement is a contract that grants one party the option to acquire a license or other rights to intellectual property, this can be an important aspect of negotiation of licensing agreements. Patent is a form of intellectual property that protects inventions and innovations, this can be an important aspect of licensing agreements. Patent Application is the process of applying for a patent to protect an invention or innovation, this can be an important aspect of technology transfer and licensing. Patent Infringement occurs when a party uses a technology or product in a way that infringes on the patent rights of another party, this can lead to disputes and legal action. Patent Licensing refers to the practice of granting permission to use a patent, this is a key aspect of technology transfer and licensing. Patent Portfolio refers to the collection of patents that are owned by a party, this can be an important aspect of negotiation of licensing agreements. Payment Terms refers to the provisions in a licensing agreement that outline the payment schedule and amounts, this can be an important aspect of negotiation. Performance Metrics refers to the criteria that are used to evaluate the performance of a party under a licensing agreement, this can include metrics such as sales revenue or product development milestones. Product Development refers to the process of creating and commercializing a new product, this is a key aspect of technology transfer and licensing. Public-Private Partnership is a partnership between a public entity, such as a university, and a private entity, such as a company, to collaborate on a project or business venture, this can be an important aspect of technology transfer and licensing. Research and Development refers to the process of creating new or improved technologies, products, or services, this is a key aspect of technology transfer and licensing. Research Collaboration Agreement is a contract that governs the collaboration between two or more parties on a research project, this can be an important aspect of technology transfer and licensing. Return on Investment refers to the financial return that is generated by an investment, such as a licensing agreement, this can be an important aspect of evaluation of licensing agreements. Royalty refers to the payment that is made by the licensee to the licensor in exchange for the right to use the intellectual property, this can be an important aspect of negotiation of licensing agreements. Royalty Rate refers to the percentage of sales revenue that is paid by the licensee to the licensor as a royalty, this can be an important aspect of negotiation of licensing agreements. Scope of License refers to the specific rights and permissions that are granted to the licensee under a licensing agreement, this can include provisions such as the field of use and the territory. Security Interest refers to the interest that a party has in a technology or product, such as a patent or copyright, this can be an important aspect of licensing agreements. Software License is a contract that grants permission to use software, this can be an important aspect of technology transfer and licensing. Sponsored Research Agreement is a contract that governs the collaboration between a sponsor and a researcher on a research project, this can be an important aspect of technology transfer and licensing. Start-Up Company is a new company that is in the early stages of development, this can be an important aspect of technology transfer and licensing. Subcontractor is a party that is hired by a contractor to perform specific tasks or services, this can be an important aspect of licensing agreements. Subsidiary is a company that is owned or controlled by another company, this can be an important aspect of licensing agreements. Term Sheet is a document that outlines the basic terms and conditions of a licensing agreement, this can be used as a starting point for further negotiation. Territory refers to the geographic area in which a technology or product can be used, this can be an important aspect of licensing agreements. Trade Secret is a form of intellectual property that

protects confidential and valuable information, this can be an important aspect of licensing agreements. Trademark is a form of intellectual property that protects brands and logos, this can be an important aspect of licensing agreements. University-Industry Partnership is a partnership between a university and a company to collaborate on a project or business venture, this can be an important aspect of technology transfer and licensing. Validation refers to the process of testing and evaluating a technology or product to determine its potential for commercialization, this can be an important aspect of evaluation of licensing agreements. Warranty refers to the guarantee that a party makes about the quality or performance of a technology or product, this can be an important aspect of licensing agreements. Working Group is a team of people that are brought together to collaborate on a project or task, this can be an important aspect of technology transfer and licensing.