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COURSE BROCHURE

Intellectual Property Agreements Drafting Training Course

8 – 12 March 2027
Milan

Intellectual Property Agreements Drafting Training Course

Ref: 379_13414 **Date:** 8 – 12 March 2027 **Location:** Milan **Fees:** 6200 GBP

Intellectual Property Agreements Drafting is a 1-week training course for contract managers, legal advisers and technology transfer officers, who build an IP Agreement Clause Playbook with preferred and fallback wording for their deals. Licences, collaborations and confidentiality deals now decide who profits from inventions, software and brands, and a loosely drafted grant or royalty clause can give away more than any infringer could take. Jupiter Prime Training runs this course for teams who negotiate these contracts.

Why Intellectual Property Agreements Drafting Matters Now

Three forces sharpen the subject: more open innovation between companies, universities and start-ups, licensing models that stretch across software, data and platforms, and investors who scrutinise contracts for hidden ownership gaps before funding. Well-drafted agreements secure royalties, keep rights to improvements and limit exposure when a partner fails; poorly drafted ones leak exclusivity, trigger disputes over who owns joint results and leave licensors unable to audit payments. The course reflects licensing and technology transfer practice of the kind taught through international programmes such as those of the World Intellectual Property Organization WIPO.

Who Gains Most from Intellectual Property Agreements Drafting

- Contract managers who prepare drafts, track redlines and manage signature routes for IP deals
- Legal advisers responsible for risk allocation, warranties and dispute clauses
- Technology transfer officers who license university or corporate inventions to industry
- Business development leads who negotiate commercial terms and royalty structures
- R&D partnership managers who set up joint development and research collaborations

Organisations gain most when a contract manager, a legal adviser and a business development lead attend together, since commercial and legal positions must be agreed before negotiation.

Intellectual Property Agreements Drafting Capabilities

Participants leave able to turn a commercial deal into clauses that protect value, share risk fairly and survive the partnership's end.

- Design grant clauses with territory, field of use and exclusivity — licensors and licensees agreeing scope
- Calculate royalty, milestone and minimum payment structures — finance and business development
- Specify background, foreground and improvement ownership — research partners and sponsors
- Weigh warranty, indemnity and liability positions — legal advisers allocating risk
- Build termination and dispute resolution clauses — exit planning for both parties

- Apply fallback positions in live negotiation — deal teams under time pressure

Key Intellectual Property Agreements Drafting Terms

- Grant clause — The operative clause stating which rights are licensed, to whom, where, for what field of use and on what exclusivity.
- Field of use — A restriction limiting a licence to particular applications, products or industries, allowing separate licences elsewhere.
- Net sales — The defined revenue base on which royalties are calculated, after agreed deductions such as returns and discounts.
- Background IP — Rights each party brings into a collaboration, as distinct from foreground IP created during the project.
- Grant-back — A clause requiring a licensee to license or assign its improvements to the original licensor.
- Indemnity — A promise by one party to cover the other's losses from specified events, such as third-party infringement claims.

Intellectual Property Agreements Drafting Day by Day

Day 1: Deal Structures and Agreement Types

- Licence, Assignment, Option and Joint Development Structures — Choosing the Right Transaction
- Non-Disclosure Agreements — Scope, Residuals and Duration Choices
- Term Sheets and Heads of Terms — Locking Commercial Principles Early
- Technology Transfer Office Perspectives — Academic and Industry Expectations
- Deal Team Roles and Approval Routes — Authority to Sign

Day 2: Licence Grant and Scope

- Grant Clause Drafting — Rights, Territory and Field of Use
- Exclusive, Sole and Non-Exclusive Licences — Market Control Trade-Offs
- Sublicensing and Assignment Restrictions — Downstream Partner Control
- Know-How and Technical Assistance Schedules — Practical Transfer Duties
- Quality Control and Brand Use Clauses — Trade Mark Licence Protection

Day 3: Royalties and Financial Terms

- Royalty Base and Rate Structures — Net Sales Definitions
- Upfront, Milestone and Minimum Payments — Risk Sharing Between Parties
- Royalty Stacking and Combination Products — Fair Allocation Methods
- Reporting and Audit Clauses — Verifying Licensee Payments
- Withholding Tax and Payment Mechanics — Net Receipt Protection

Day 4: Collaboration, Ownership and Risk Clauses

- Background and Foreground IP Definitions — Ownership of Project Results
- Improvements and Grant-Back Clauses — Future Innovation Rights
- Research Collaboration Publication Rights — Academic Freedom Versus Confidentiality
- Warranty, Indemnity and Liability Caps — Allocation of Infringement Risk
- Termination Triggers and Dispute Resolution Clauses — Exit and Escalation Routes

Day 5: Practising the IP Agreement Clause Playbook

- Licence Grant and Royalty Clause Redrafting — Scope and Payment Positions Applied
- Collaboration Ownership Clause Comparison — Background, Foreground and Improvements Tested
- Negotiation Simulation on a Licence Draft — Fallback Positions Under Pressure
- Clause Risk Rating Matrix — Escalation Thresholds for Legal Sign-Off
- IP Agreement Clause Playbook — Final Review With Legal Leads

Applying Intellectual Property Agreements Drafting After the Course

- Redraft the grant and royalty clauses of one live licence template using the field-of-use and net sales positions agreed in the playbook.
- Review the organisation's standard NDA and collaboration templates for background IP, improvements and publication clauses, and propose fallback wording.

Intellectual Property Agreements Drafting Questions FAQ

What is intellectual property agreements drafting, and why does it matter now?

It is the skill of writing licences, assignments, NDAs and collaboration contracts that control how IP is shared and paid for. It matters now because open innovation and platform licensing mean more value flows through contracts than ever before.

Which roles gain most from intellectual property agreements drafting?

Contract managers, legal advisers and technology transfer officers gain most. Business development and partnership leads in sectors such as life sciences, software, engineering and higher education also benefit, because they negotiate deals involving inventions and data.

How does intellectual property agreements drafting differ from a foundation intellectual property course?

It works at clause level rather than explaining what each right protects. A foundation course covers patents, marks and copyright; this course drafts grant, royalty, improvement, warranty and termination clauses and practises negotiating them.

What will you bring back from intellectual property agreements drafting?

You bring back a clause playbook with preferred and fallback wording for grants, royalties, ownership, warranties and exits. You also bring a risk rating matrix that tells you when to escalate a draft to senior legal review.

Intellectual Property Agreements Drafting: The Way Forward

The IP Agreement Clause Playbook first informs which positions negotiators can concede without escalation and which need legal sign-off. Contract managers, legal advisers and transfer officers use it to draft faster and more consistently. After the first few deals, revisit which fallback clauses were used most, since they show where standard positions may need to shift.