WIPO/ITC REGIONAL WORKSHOP ON THE BUSINESS AND CONTRACTUAL DIMENSIONS OF ACQUISITION AND TRANSFER OF INTELLECTUAL PROPERTY

organized by
the World Intellectual Property Organization (WIPO)
and the International Trade Centre (ITC)
in cooperation with
the Government of South Africa

Cape Town (South Africa), May 8 to 12, 2000

PROVISIONAL PROGRAM

 Prepared by the International Bureau of WIPO
Monday, May 8, 2000

09.30 - 10.00 Opening Ceremony

Address by a representative of the Department of Trade and Industry, Republic of South Africa

Address by a representative of the Director General of the World Intellectual Property Organization (WIPO)

Address by a representative of the International Trade Centre (ITC)

10.00 - 10.30 Coffee break

10.30 - 11.30 Session 1: An Overview of the Legal and Economic Dimensions of Intellectual Property Rights

Speaker: Ms. Tamara Nanayakkara, Senior Program Officer, Economic Analysis Forecast and Research Division, WIPO
Background document: WIPO-ITC/IP/CPT/00/1

11.30 - 12.30 Session 2: WIPO’s Initiatives in Africa

Speaker: Mrs. Françoise Wege, Senior Program Officer, Cooperation for Development Bureau for Africa, WIPO
Background document: WIPO-ITC/IP/CPT/00/2

12.30 - 14.00 Lunch break

14.00 - 15.00 Session 3: The Legal and Regulatory Framework of Intellectual Property in South Africa

Speaker: Mr. Lourie Steenkamp, Deputy Director of Industrial Technology Transfer, Pretoria
Background document: WIPO-ITC/IP/CPT/00/3

15.00 - 15.30 Coffee break

15.30 - 16.30 Session 4(a): Accessing Appropriate Technology:
- Strategies implications for businesses
- Sourcing for holders of technology and accessing appropriate technology

Speaker: Mr. Jose Luis Herce-Vigil, Senior Counsellor, Infrastructure and Innovation Promotion Division, WIPO
Background document: WIPO-ITC/IP/CPT/00/4

18.00 WIPO Reception
Tuesday, May 9, 2000

09.00 - 10.00 **Session 4(b):** Accessing Appropriate Technology:
- Obtaining information on unprotected technology
  
  **Speaker:** Mr. Jose Luis Herce-Vigil
  **Background document:** WIPO-ITC/IP/CPT/00/4

10.00 - 10.30 Coffee break

10.30 - 11.30 **Session 4(c):** Accessing Appropriate Technology:
- Demonstration
  
  **Speaker:** Mr. Jose Luis Herce-Vigil

11.30 - 12.30 **Session 5(a):** Valuation of Technology:
- Strategic business options
  
  **Speaker:** Mr. John Stonier, Consultant, Davies Collison Cave, Melbourne, Australia
  **Background document:** WIPO-ITC/IP/CPT/00/5

12.30 - 14.00 Lunch break

14.00 - 15.00 **Session 5(b):** Valuation of Technology:
- Assessment of technology packages
- Evaluating technology as a company asset
- Pricing and payment options: royalties, lump-sum, other fees
  
  **Speaker:** Mr. John Stonier
  **Background document:** WIPO-ITC/IP/CPT/00/5

15.00 - 15.30 Coffee break

15.30 - 16.30 **Session 6:** Overview of Main Contractual Arrangements for the Transfer and Acquisition of Intellectual Property:
- Licensing Agreement
- Franchising, Agency and Distributorship Contracts
- Joint Venture Agreements
  
  **Speaker:** Dr. Johan A. Erauw, Professor of International Law, Ghent University, Ghent, Belgium
  **Background document:** WIPO-ITC/IP/CPT/00/6

16.30 End of Session
Wednesday, May 10, 2000

09.00 - 10.00  **Session 7(a):** Fundamentals of Licensing Agreements:
- Subject matter, scope, territorial exclusivities, period of license, improvements, etc…
- Specific practices and provisions concerning patents, trademarks, know-how
- Applicable law

**Speaker:** Dr. Johan A. Erauw  
**Background document:** WIPO-ITC/IP/CPT/00/7(a)

10.00 - 10.30  Coffee break

10.30 - 11.30  **Session 7(b):** Fundamentals of Licensing Agreements:
- Drafting a Dispute Settlement Clause

**Speaker:** Mr. Jean François Bourque, Senior Adviser, Legal Aspects of Foreign Trade, ITC  
**Background document:** WIPO-ITC/IP/CPT/00/7(b)

11.30 - 12.30  **Session 8(a):** Negotiation skills

**Speaker:** Mr. John Stonier  
**Background document:** WIPO-ITC/IP/CPT/00/8

12.30 - 14.00  Lunch break

14.00 - 15.00  **Session 8(b):** Negotiation skills

**Speaker:** Mr. John Stonier  
**Background document:** WIPO-ITC/IP/CPT/00/8

15.00 - 15.30  Coffee break

15.30 - 16.30  **Session 8(c):** Preparation for Negotiation, Presentation and Organization for the Case Studies

**Speaker:** Mr. John Stonier

16.30  End of Session
Thursday, May 11, 2000

**Group I**

09.30 - 12.30 **Session 9:**  Case Study N° 1: Negotiating and Drafting Licensing Arrangements

**Facilitators:** Mr. John Stonier and Dr. Johan A. Erauw

**Background document:** WIPO-ITC/IP/CPT/00/9

12.30 - 14.00  Lunch break

14.00 - 16.30 **Session 9:**  Continue

16.30  Review and End of Session

Friday, May 12, 2000

**Group II**

09.30 - 12.30 **Session 10:**  Case Study N° 2: Negotiating and Drafting Licensing Arrangements

**Facilitators:** Dr. Johan A. Erauw and Mr. John Stonier

**Background document:** WIPO-ITC/IP/CPT/00/10

12.30 - 14.00  Lunch break

14.00 - 16.30 **Session 10:**  Continue

16.30  Review and End of Session

17.00  Closing Ceremony

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