WIPO Academy

WIPO’S EXPERIENCE ON CAPACITY BUILDING ACTIVITIES RELATING TO NEGOTIATION LICENSING AGREEMENTS

Altaye Tedla Desta
Head, Distance Learning Program
WIPO Academy

Geneva
June 24 to 27, 2019
The WIPO Academy

Global: to provide access to high quality intellectual property education and training

Offers Annually: 200-220 courses
IP Education and Training Programs in 6 UN languages + Portuguese, Japanese, Korean, German

Programs
Professional Development
Academic Institutions and SS
Distance Learning
The WIPO Academy’s IP Capacity Building Activities – over 200 training and education programs in 2018

- Unique provider of IP professional development for government officials - 23 courses (ranging 1 – 4 weeks)

- IP higher education - Joint Master’s Degrees with leading universities and professors - 8 (ranging 9 – 12 months)

- Access to basic and advanced IP courses through distance and blended learning in all UN languages + PT, Jp, Kr, Gr - 158 courses (ranging 1- 3 months)
  - Customized courses with national IP offices for national target audience – 31

Communities
- WIPO Summer Schools- leading national universities - 15 programs (two weeks)
- TISCS, and Government Officials - Scholarships
- General Course on IP for Judiciaries – 6 languages (4 wks)
- IP4Teachers of the Young – An annual regional course (4 days)
- Women in Life Sciences – WIPO/UNESCO/L’Oreal – (3 days)
Leveraging the WIPO Distance Learning Courses in all Capacity Building Programs

THE HIGH DEMAND FOR GENERAL AND ADVANCED IP KNOWLEDGE THROUGH ONLINE LEARNING

<table>
<thead>
<tr>
<th>Year</th>
<th>General DL Courses</th>
<th>Advanced DL Courses</th>
<th>Total Number of Participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>30552</td>
<td>4383</td>
<td>34935</td>
</tr>
<tr>
<td>2015</td>
<td>37257</td>
<td>6359</td>
<td>43616</td>
</tr>
<tr>
<td>2016</td>
<td>44423</td>
<td>10173</td>
<td>54596</td>
</tr>
<tr>
<td>2017</td>
<td>48993</td>
<td>16488</td>
<td>65481</td>
</tr>
<tr>
<td>2018</td>
<td>70576</td>
<td>19493</td>
<td>90069</td>
</tr>
</tbody>
</table>

0 10000 20000 30000 40000 50000 60000 70000 80000 90000 100000

Number of Participants
Core Courses

Patents (DL-301)

Intellectual Property Management (DL-450)

IP and Access to Medical Technologies (WIPO-WTO-WHO) (DL-701)

WIPO – NIPMO Workshop on Intellectual Property Innovation Policy

Advanced International Certificate Course on Intellectual Property Asset Management (AICC)

WIPO – CNIPA Training Course on Management and Commercialization of Intellectual Property Assets

WIPO – CEIPI Advanced Course on Intellectual Property, Technology Transfer and Licensing

Intellectual Property and the Life Sciences for Women in Science

WIPO – Masters and Summer Schools
Substantive Areas in Training Related to Negotiating Licensing Agreements

- Competition, technology transfer and licensing – agriculture, pharma
- Technology transfer and standard licences – patents pools
- IP licensing – workshops, lectures, and simulation exercises
- IP valuation and royalty calculations using licensing terms
- University-industry collaboration/partnership – challenges and success stories
- Licensing associated to climate change - green technologies, seeds and food industry
- IP management/commercialization - negotiating licensing agreements, including in the digital environment
- Open source technology, open access, open transfer and licensing terms
- Licensing in traditional medicinal knowledge
- Drafting technology transfer licenses involving AI

Mode of Delivery - Workshops, Lectures, Assignments, Online Exams, Competition, Development of Strategies, and Debates etc.
Participation in Courses Related to Negotiating Licensing Agreements 2014-2018

**NUMBER OF BENEFICIARIES OF COURSES RELATING TO NEGOTIATING LICENSING AGREEMENTS (APPROX. 20,000)**

- 2014: 1076
- 2015: 2211
- 2016: 2109
- 2017: 6681
- 2018: 7423

**Language of Beneficiaries of Courses Relating to Negotiating Licensing Agreements**

- Chinese: 38%
- English: 36%
- Spanish: 10%
- French: 9%
- Portuguese: 9%
- Russian: 2%
- Arabic: 4%

**WIPO Regional Distribution of Beneficiaries of Courses Relating to Negotiating Licensing Agreements**

- African Region: 18%
- Arab Region: 7%
- Asia & Pacific Region: 4%
- Certain Countries in Europe & Asia: 9%
- Latin America & the Caribbean: 52%

**Profile of Beneficiaries of Courses Relating to Negotiating Licensing Agreements**

- Academia: 21%
- National IP Offices Only: 14%
- National IP Training Institutions: 26%
- Other Government Offices: 2%
- Private Sector: 25%
- Other: 0%
Professional Roles of Beneficiaries in Training
(sample of 5000 beneficiaries)

Job Title of Beneficiaries of Courses Relating to Negotiating Licensing Agreements

- CEO/Director
- Senior Scientist/Scientists
- Professor/Trainer
- Engineer
- Manager
- Patent Related Researcher
- IP Office/TISC Staff
- Lawyer
- Patent Examiner/Analyst

Horizontal bar chart showing the number of beneficiaries in each role category, with Patent Examiner/Analyst having the highest count and CEO/Director having the lowest.
Thank you
https://www.wipo.int/publications/