TRAINING PROPOSAL

Centre for Knowledge and Technology Transfer of Charles University
PROPOSED OUTLINE PROGRAMME

Course Introduction

Overview of the Licensing Process

Identifying and Finding Partners

IP issues in Agreements

Case study: Round 1

Due Diligence

Different Types of Licensing Agreements

Legal Aspects

Financial Aspects of Licensing

Case study: Round 2

Negotiation Process and Techniques

Case study: Round 3

Implementation of the Agreement
Sharon Finch
Director, Medius Associates Ltd
T +44 (0) 20 8654 6040
E sfinch@medius-associates.com

Sharon is the founder and CEO of Medius Associates, a boutique, dedicated business development consultancy company. Sharon has worked in business development since joining the industry bringing more than 35 years proven experience. With a comprehensive knowledge of business development and licensing, she has extensive experience of identifying, creating, implementing and directing international business deals.

As a leading authority, Sharon is a frequent speaker at international licensing conferences. She is the Editor of the Business Development and Licensing Journal of the Pharmaceutical Licensing Groups as well as a member of the Editorial Board for the Journal of Commercial Biotechnology. Sharon has a BSc in Chemistry and Administration and studied for an MA in Business Law. Sharon is a past President of the European Pharma Licensing Council. In addition, Sharon is the Course Director and Tutor for the MSc in Pharmaceutical Business Development and Licensing, which is run by Manchester University.