# Thursday, 5 Oct 2017

Time: 2:00 - 6:00 pm

Lecture Theatre, 100 NCL Innovation Park





# Understanding and Negotiating Commercial Agreements

(with a special focus on Commercial Services and Technology Agreements for IT,ITES, Software, Technology, Startups, High Tech Services companies including Bioinformatics/ Bio-services and related sectors)

### WHO WILL BENEFIT

- Entrepreneurs/ tech start-ups/ MSMEs/ Inventors/ Independent software developers
- Technology/IP Managers/Patent Professionals/ Innovation Officers
- Research/ Science Managers/ CTOs/ CSOs in Research/ Technology Organizations/ Technology Incubators/Universities
- Students of IPR, Patent Law, Other law disciplines

### HIGHLIGHTS OF THE WORKSHOP

- Basics of services contract and technology licensing contract
- The key legal concepts & risks and their impact on your business
- Practical Case studies
- Managing Legal Risks through Contracts
- Key Negotiation Techniques
- Mock Negotiation Sessions

For more information on workshop, visit us on www.ipface.org/workshops.php

## CONTACT

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