



BEST PRACTICES IN LICENSING DEALS

Join us for an insightful **online training** designed to enhance your skills in **negotiating & drafting license agreements**

Format: Online
Duration: 3 training sessions of 1.5h each, 1 session per day
When: October 14 – 15 - 16, 2025
from 4:00 PM to 5:30 PM CET

DAY 1 – topics:

- Negotiation skills and strategies

DAY 2 – topics:

- Preparation for negotiation / preliminary steps & documents
- Introduction to agreements

DAY 3 – topics:

- Key General Terms for Tech Transfer / License Agreements
- Continuing business relationship

Speakers: Karina Haidar Müller, Tatiana Campello, Bruna Rego Lins (LES Brazil)
Thomas Adocker, Maximilian Bonta (LES Austria)

Attendance Fee

LES Members

70 EUR

Non-LES Members

150 EUR

[Register here](#)