Commercialising Patents: Advanced IPR Diploma Course

4 – 8 January 2027
Rome (Italy)



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Why This Course

In today's innovation economy, intellectual property can be one of the most valuable assets an organization owns. But value is not created by protection alone. It comes from the ability to commercialize patents effectively, structure strong transactions, align IP strategy with business goals, and turn innovation into measurable commercial outcomes. Organizations that understand how to manage and monetize patent assets are better positioned to strengthen competitiveness, generate revenue, and support long-term growth.

This intensive 1-week course provides a comprehensive understanding of patent commercialization and advanced intellectual property rights strategies. Participants will learn to maximize the value of their intellectual property, navigate complex legal landscapes, and drive innovation through strategic IP management.

What You'll Learn and Practice

By joining this program, you will:

- Develop advanced skills in patent portfolio management and commercialization.
- Understand key legal and business aspects of IP transactions.
- Learn effective strategies for licensing and technology transfer.
- Gain insights into IP valuation and monetization techniques.
- Master the art of negotiating IP agreements and partnerships.

The Program Flow

Day 1: Foundations of Patent Commercialization

- Overview of intellectual property rights.
- Patent lifecycle and commercialization process.
- IP portfolio management strategies.
- Technology readiness assessment.



Day 2: Legal Aspects of IP Transactions

- Patent licensing fundamentals.
- Drafting and negotiating license agreements.
- IP due diligence in transactions.
- Cross-border IP considerations.

Day 3: Technology Transfer and Partnerships

- University technology transfer processes.
- Industry-academia collaborations.
- Joint ventures and strategic alliances.
- Open innovation models.

Day 4: IP Valuation and Monetization

- IP valuation methodologies.
- Patent analytics and landscaping.
- Royalty rate determination.
- Alternative IP monetization strategies.

Day 5: Advanced IP Strategies and Negotiation

- IP strategy alignment with business goals.
- Negotiating complex IP agreements.
- Managing IP disputes and litigation.
- Emerging trends in IP commercialization.

Individual Impact

- Strengthen your ability to develop effective patent commercialization strategies.
- Enhance your skills in licensing, negotiation, and technology transfer.
- Build stronger knowledge of IP valuation, monetization, and transaction planning.
- Gain practical insight into aligning patent strategy with innovation and business objectives.

Work Impact

- Improve the organization’s ability to extract value from patent assets and IP portfolios.
- Strengthen commercialization planning, licensing activity, and strategic partnerships.
- Support better legal and commercial decision-making in IP transactions.
- Enhance alignment between intellectual property management and broader business growth goals.



Training Methodology

This program integrates commercial strategy, legal understanding, and practical application to ensure real-world relevance and professional impact. Learning methods include:

- Real-world case studies on patent commercialization and IP transactions.
- Practical exercises in valuation, due diligence, and licensing analysis.
- Interactive workshops on negotiation, partnership structuring, and portfolio strategy.
- Group discussions on technology transfer, monetization models, and emerging trends.
- Frameworks and tools for applying advanced IP commercialization strategies effectively.

Beyond the Course

Upon completion, participants will be better equipped to commercialize patent assets with greater confidence, strategic awareness, and practical skill. They will return ready to:

- Develop stronger patent commercialization and portfolio management strategies.
- Support licensing, technology transfer, and partnership decisions more effectively.
- Evaluate and monetize patent assets with greater confidence.
- Align IP strategy more closely with innovation goals and business value creation.

