



STATE OFFICE OF INDUSTRIAL PROPERTY  
REPUBLIC OF MACEDONIA (SOIP)



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## SUB-REGIONAL WORKSHOP

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**WIPO/IP/WK/SKP/14/INF/1 PROV.  
ORIGINAL: ENGLISH  
DATE: MARCH 2014**

## **Working Together for Promoting Knowledge Transfer and IP Commercialization**

organized by  
the World Intellectual Property Organization (WIPO)

and  
the State Office of Industrial Property (SOIP)

**Skopje, May 20 and 21, 2014**

### PROVISIONAL PROGRAM

*prepared by the International Bureau of WIPO*

*Venue:  
Hotel Soun  
Nikola Vapcarov Str. No.10  
1000 Skopje  
Macedonia*

Tuesday, May 20, 2014

9.30 – 10.00	Registration
10.00 – 10.15	<b>OPENING CEREMONY</b>  Welcome addresses by: <ul style="list-style-type: none"><li>– The representative of the Republic of Macedonia</li><li>– The representative of the World Intellectual Property Organization (WIPO), Geneva</li></ul>
10.15 – 10.45	<b>Topic 1</b> <b>Knowledge Transfer and IP Commercialization Challenges for Universities and Research and Development (R&amp;D) Institutions in the Republic of Macedonia</b> <ul style="list-style-type: none"><li>– <b>Practical Application of Existing Legislation, Funding and Challenges of Establishing Public – Private Partnerships</b></li></ul> Speaker:      Mr. Atanas Kocov, Dean, Faculty of Mechanical Engineering, Skopje
10.45 – 11.15	Coffee Break
11.15 – 11.45	Speaker:      – <b>Legal Framework;</b> Ms. Jadranka Dabovic Anastasovska, Faculty of Law, Skopje
11.45 – 12.30	<b>Topic 2</b> <b>Building Capacities for Management of Intellectual Property (IP) Rights in Countries in Transition and WIPO Tools for Countries in Transition</b>  Speaker:      Ms. Silvija Trpkovska, Senior Program Officer, Section for Central European and Baltic States and Mediterranean Countries, Department for Transition and Developed Countries (TDC), WIPO
12.30 p.m. – 1.30 p.m.	Lunch Break

**THEME ONE PRECONDITIONS FOR AN EFFECTIVE KNOWLEDGE TRANSFER AND IP COMMERCIALIZATION IN THE CONTEXT OF R&D**

1.30 p.m. – 2.30 p.m.

**Topic 3**

**Legal and Organizational Infrastructure**

- IP Institutional Policy
- Technology Management Unit – (TMU)
- Professional Staff
- Sustainable Funding
- Political Commitment and Support of National Authorities
- Clear Mandate
- Customized Model – Private or Public Entity?
- Income or Impact

Speakers:

Ms. Olga Spasic, Head, Innovation Structures Section, Innovation Division, WIPO

Mr. Ulf Petrusson, Director of IP Center, University of Gothenburg, Sweden

Mr. Alberto Ynzenga, Head of Search Service, Patents and Technological Information Department, OEPM, Madrid, Spain

2.30 p.m. – 3.15 p.m.

**Topic 4**

**Internationalization of Knowledge Transfer – New Trends in Knowledge Management in Universities and Research Institutions**

Speaker:

Mr. Ulf Petrusson

3.15 p.m. – 4.00 p.m.

Coffee Break

4.00 p.m. – 5.00 p.m.

**Topic 5**

**Roundtable Discussion – “Working Together in the Sub Region”**

Speaker:

Invited Regional Participants

Wednesday, May 21, 2014

**THEME TWO IP COMMERCIALIZATION**

9.00 – 9.45

**Topic 6**

**How to Organize IP Commercialization Processes in Universities to Incentivize Researchers to Effectively Contribute**

Speaker:

Mr. Alberto Ynzenga

9.45 – 10.30	<b>Topic 7</b>	<b>Technology Transfer Contracts in the R&amp;D Context (Confidentiality Agreement, Development Collaboration Agreement, Sponsored Research, Consultancy, Research Service Agreement, etc.)</b>
	Speakers:	Mrs. Olga Spasic
10.30 – 11.00	Coffee Break	
11.00 – 12.00 p.m.	<b>Topic 8</b>	<b>Licensing Agreement – Key Terms and Negotiation Techniques</b>
	Speaker:	Mrs. Olga Spasic
12.00 p.m. – 12.45 p.m.	<b>Topic 9</b>	<b>Self-Test on Key Terms of Licensing Agreement</b>
	Speaker:	All participants
12.45 p.m. – 1.30 p.m.	Lunch Break	
1.30 p.m. – 3.00 p.m.	<b>Topic 10</b>	<b>– Simulation of Licensing Negotiation – Preparation for Negotiation</b>
	Introduction:	Mrs. Olga Spasic
	Coaches:	All speakers
3.00 p.m. – 3.15 p.m.	Coffee Break	
3.15 p.m. – 5.00 p.m.	<b>Topic 11</b>	<b>Continuing Negotiation Session</b>
3.15 p.m. – 3.45 p.m.	I. Round of Negotiation	
3.45 p.m. – 4.00 p.m.	Team Consultations and Coffee Break	
4.00 p.m. – 4.30 p.m.	II. Round of Consultations	
4.30 p.m. – 4.45 p.m.	Team Consultations	
4.45 p.m. – 5.15 p.m.	Last Round of Consultations	
5.15 p.m. – 6.00 p.m.	<b>Topic 12</b>	<b>Reporting on the Negotiated Deals and Discussion Regarding Results Achieved</b>
	Mediators:	All speakers
6.00 p.m.	<b>CLOSING CEREMONY</b>	

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