CLP

CERTIFIED LICENSING PROFESSIONAL

# Elevating the Licensing Profession Through Knowledge and Standards

# Background

- 2008: CLP exam and organization launches
- Board of Governors includes industry leaders representing the varied stakeholders
- More than 850 professionals from 30 different countries are CLP certified

# CLP Board of Governors

- Michael Lee, Sterne, Kessler, Goldstein, & Fox, P.L.L.C., Chair
- Robin Rasor, University of Michigan, Chair-Elect
- Leslie Millar, University of Illinois, Treasurer
- Laurent Mieville, University of Geneva, Secretary
- Pamela Cox, Marshall, Gerstein & Borun, LLP
- Linda Egger, Merck
- Tom Filarski, Steptoe & Johnson
- Milton Grannatt, Novartis
- Timothy Howe, Sanofi Pasteur
- Malcolm Kaus
- Kevin Nachtrab, Johnson & Johnson
- Sue Patow, Virginia Commonwealth University
- Paul Stewart, PASCO, Immediate Past Chair
- Art Rose, Legal Counsel

# Vision

- Recognize a licensing professional's experience and qualifications via examination;
- Publicly recognize a licensing professional's education and professional development;
- Focus a licensing professional's individual development on internationally applicable standards, ethics, and excellence; and
- Provide visibility to the licensing profession with credibility and prestige.

# Why Earn the CLP?

Earning the CLP credential:

- Establishes credibility among your colleagues and peers.
- Shows that you understand and utilize the latest industry practices.
- Fulfills personal and professional goals for career development and opens up more opportunities in your career for advancement and job mobility.

# Why Earn the CLP?

- Recognizes your experience and qualifications as well as your commitment to continuing education and professional development.

- Demonstrates your commitment to the licensing profession as a career.

# Going Global

- MOU with LES Mexico to promote CLP exam
- 14% of CLP holders are from outside the US and Canada – this number is on the rise

# Going Global

- Candidates from 15 different countries took the exam in 2013
- China interested in bringing CLP to its IP professionals
- Exam development committee working on developing questions for a global audience

# Eligibility Requirements

- Candidates must have:
  - 3 years of experience
  - Bachelor's (or equivalent) degree or higher
  - Working in the licensing field

# The CLP Candidate

- CLP-certified professionals have various backgrounds

- Respondents to a recent survey indicated the following years of experience:

  - 51% – 15 years or more
  - 25% – 10 – 14 years
  - 16% – 6 – 9 years
  - 7% – 3 – 5 years

# The CLP Candidate

- I’ve been in the industry for many years, why should I get certified?
  - Serve as a mentor
  - Contribute to raising profile of the licensing profession
  - Demonstrate ongoing commitment to industry

"At Merck we embrace the CLP designation as a mark of distinction. We already have 12 Certified Licensing Professionals at Merck and we expect to increase this number significantly over time."

*Barbara Yanni, CLP*
*Vice President and Chief Licensing Officer*
*Merck & Co., Inc.*

# The CLP Candidate

- I am in the career development phase of my career, why should I get certified?
  - Career advancement & mobility
  - Recognition
  - Demonstration of skills and knowledge
  - Professional development
  - Commitment to industry

*I believed that the process of preparing for the exam would enhance my knowledge and reaffirm my confidence in the field. I also thought that it would help me to understand how other professionals handled similar licensing situations. Earning the CLP credential was also an important factor in my career as it is seen as a mark of distinction in the field.*

Jeffrey James, Johns Hopkins University

# Testing Opportunities

- CLP exam offered during two, month-long windows in April and October
- 400 test sites available around the world
- Candidates get two testing opportunities within a 13-month window
- CLP Practice Test available online

# Exam Content

The exam covers eight major content areas (or domains):

1. Strategy
2. Opportunity Assessment
3. IP Protection
4. Valuation
5. Marketing
6. Agreement Drafting & Development
7. Negotiation
8. Agreement Management

# Test Preparation

- CLP develops and administers exam
  - Avoid teaching to test
- Industry Associations offer education and exam review courses
  - LES
  - AUTM
- Start by reviewing the exam content outline
- Identify domains to focus

# CLP Recertification

- CLP credential granted for 3-year period
- Recertify by earning 40 CE (Continuing Ed) credits
- Fee US$400 – more details and application on CLP Web site at www.licensingcertification.org)

# For More Information

Certified Licensing Professionals, Inc.

- Visit the web site: www.licensingcertification.org
- Contact the CLP Certification Manager, Cynthia Allen, via email at callen@licensingcertification.org