

# LES LICENSING COURSE

## DETAILS

### DATE

August 31, 2016

### VENUE

Advokatbyrån Gulliksson

Scheelevägen 27,

220 07 Lund

### PRICE

The seminar is free of charge for LES Scandinavia members.

The price for non-members is EUR 150 (which includes membership for 2017)

### LANGUAGE

The presentations will be held in Swedish

### REGISTRATION

To sign up for the Licensing Course please contact the Secretariat of LES Scandinavia at: [secretariat@les-scandinavia.org](mailto:secretariat@les-scandinavia.org)



## AGENDA

**8.30-9.00 Registration and coffee**

**9.00-9.10 Opening words / Per Ericsson, partner Advokatbyrån Gulliksson AB and president elect LES Scandinavia**

**9.10-9.45 Module 1 / Per Ericsson, Adam Brandt, senior partner Zacco AB and board member LES Scandinavia**  
- What is a license?  
- The content of a license agreement  
- Tips on drafting a license agreement

**9.45-10.20 Module 2 / Tord Wingren, Vice President and site manager Huawei Lund**  
- Practical tips on how to become successful in licensing  
- How to avoid the most common pitfalls in licensing

**10.20-10.45 Break**

**10.45-11.20 Module 3 / Susanne Lindeskog, corporation counsel Vålinge Innovation Sweden AB**  
- How to become successful using licensing as a business concept

**11.20-11.55 Module 4 / Paul Winblad, senior partner Zacco AB, former head of SCA's patent department**  
- Decision-making and strategic considerations in licensing

**11.55-12.00 Closing words / Adam Brandt**

**12.00-13.00 Lunch/sandwiches – Networking at Lund's highest terrace**

