



ESPAÑA - PORTUGAL

Train-the-Trainer course

Date: Saturday 6th September 2014

Venue: Hotel NH Balboa — C/ Núñez de Balboa, 112, 28006 Madrid

Time: from 10.00 to 13.00 h

What is the Train-the-Trainer course?

The Train-the-Trainer (TTT) is a course developed by Licensing Executives Society International (LESI), an association of 32 national and regional Member Societies comprised of men and women who have an interest in the transfer of technology, or licensing of intellectual property rights (IP) from technical know how and patented inventions to software, copyright and trademarks.

Are you interested in teaching the LES 100, a One-Day course for your Local Chapter or at LES Meetings? Now is your chance. LES Spain & Portugal is currently recruiting instructors. To be eligible, you will need to take the LES 100 course and attend the half day TTT course. Following your training, you will have access to course materials, coaching, & local chapter resources to get you started.

Who should attend?

To be eligible, you will need to take the LES 100 course prior to taking the TTT course. It is designed for experienced IP, licensing, technology

transfer, and business development professionals, as well as IP, patent, and transactional attorneys.

Why you should attend

Teaching the LES 100 course is a great way to develop your professional skills, make new connections and give back to the licensing profession. With our half day TTT course, you will learn to teach a standardized

global curriculum, as a team with another instructor supplementing the business or legal perspective. Sign up for a TTT course now and join an elite group of world-class LES instructors.

Course details

The course is divided into the following four modules:

- **Module 1:** About this course: Experiences of LESI societies; how instructors are qualified; course license agreement; and instructor attributes.

- **Module 2:** Introduction to teaching methodology for LES education courses
- **Module 3:** Instructor tips
- **Module 4:** Nuts and bolts of presenting LES courses

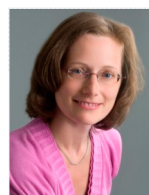
Instructors



HAYLEY FRENCH, PHD

Commercial Director and General Counsel, Apitope, UK

Hayley French has over fifteen years' experience negotiating licences and collaborations, and managing alliances in the life sciences sector. Prior to joining Apitope, Hayley French spent three years at Novartis, based at the Basel headquarters, where she worked closely on all global deals and collaborations in the respiratory division. Prior to Novartis, Hayley French worked in the Life Sciences Group of Bird & Bird, London, specialising in advising pharmaceutical and biotech companies. Prior to joining Bird & Bird, she was Head of Commercial Legal Affairs at the Centre for Applied Microbiology and Research (CAMR) in Salisbury, UK. Hayley French started her career at University College London Ventures where she was responsible for the development, management and commercialisation of technologies in the life sciences sector. Hayley French is a board member of LES Britain & Ireland. She regularly carries out training sessions on Best Practice Negotiations and Licensing Agreements. She has a B.Sc. in Microbiology from the University of Liverpool, as well as a PhD in Microbiology and a M.Sc. in intellectual property from the University of London.



DI KARIN HOFMANN

Technology Transfer Manager, University of Technology, Vienna, Austria

Karin Hofmann works in Technology Transfer since 1999. She is responsible for patenting and commercialization of university inventions in the fields of mechanical engineering, civil engineering and physics. Karin Hofmann was involved in the set-up of the University technology transfer office and the design of the university IPR policy. Together with external legal experts she developed the first model contracts for collaborative research at TU Vienna and assisted the researchers in preparing and negotiating Research Agreements. Karin Hofmann gives lectures in the field of "Technology exploitation" at Vienna University of Technology since 2005. She is chair of the LESI Industry University Government Transactions Committee.

Registration

Please send your request via email to Ms Almudena Ontoria [aontoria@gomezacebo-pombo.com], with a copy of your ID or passport.

Registration fee

- 80 euros for LES members and students
- 60 euros for LES young members
- 120 euros for non-LES members

Mode of payment

- Direct bank-in to Asociación de Expertos en Transferencia de Tecnologías LES España-Portugal (please provide copy of bank-in slip by e-mail)
IBAN ES87 0030 1117 10 0865063273

Registration deadline

Tuesday 2 September 2014, COB.

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