



Contracts for Buying and Selling Technology  
(Licensor Contracts)



16 - 27 June 2025



Rome (Italy)

# Contracts for Buying and Selling Technology (Licensor Contracts)

course code: I9205 From: 16 - 27 June 2025 Venue: Rome (Italy) - course Fees: 6750 Euro

## Program Overview

In this program you will learn about...

This program discusses the specialist area of Licensor Contracts and Conditions.

Small omissions or mistakes in licensor contracts can add millions of dollars of future costs and can also inhibit future business expansion.

This program covers all the aspects you must consider when going for buying technology using some kind of licensor contracts.

Negotiating on the basis of Technology Seller's Draft Contract is most dangerous. We provide you the benchmarking checklist you must use in these negotiations.

## Program Content

This program discusses the specialist area of Licensor Contracts and Conditions.

Small omissions or mistakes in licensor contracts can add millions of dollars of future costs and can also inhibit future business expansion.

This program covers all the aspects you must consider when going for buying technology using some kind of licensor contracts.

Negotiating on the basis of Technology Seller's Draft Contract is most dangerous. We provide you the benchmarking checklist you must use in these negotiations.



