



Join

the ranks of elite
patent professionals

Become

a Certified Patent
Valuation Analyst.

The Licensing Executives Society – Arab Countries (LES – AC)

in cooperation with

Business Development Academy (BDA)

are organizing

The Certified Patent Valuation Analyst (CPVA) training courses

7-8 April, 2014 Dubai - UAE

To become a CPVA, you must complete the following courses which are provided exclusively through the Business Development Academy:

- ▶ Valuation of Emerging Technologies
- ▶ Negotiating Licensing Agreements for Maximum Returns
- ▶ Advanced Patent Valuation
- ▶ Calculating Damages Resulting from Patent Infringement

Target Audience:

The Certified Patent Valuation Analyst program provides the skill set necessary to value patents for:

- ▶ Intellectual property managers
- ▶ Licensing managers
- ▶ Technology transfer professionals,
- ▶ Inventors,
- ▶ Patent lawyers,
- ▶ Financial analysts and other business development executives.

Further, this program arms you with the knowledge and critical thinking abilities to negotiate and structure more accretive licensing arrangements.

Registration Fees:

2295 USD including training material, certificate, and coffee breaks

Trainer:

Mr. David Wanetick, David has been a Managing Director at IncreMental Advantage, a valuation firm with an expertise in valuing intangible assets and emerging technologies. He is involved in all of the firm's valuation and business modeling.

He is very active in valuing patents. His patent valuation clients include inventors (from solo inventors to Fortune 100 companies), technology transfer offices, incubators, venture capital firms, hedge funds and private equity shops. He is hired to perform patent valuations in connection with capital raises, licensing, patent acquisitions, dispute resolution, corporate restructuring and transactions as well as by Bankruptcy judges.

CPVAs hail from all over the world and from companies including Microsoft, Johnson & Johnson, Bayer, Hewlett-Packard, Lockheed Martin, Pfizer, Stryker, Coca-Cola, Oracle, Baker Hughes, AT&T, Visa, Panasonic, General Electric, Samsung and Infosys.

Become a CPVA !

For more information, or to enroll in the course, please contact:

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