



**Licensing Executives Society – Arab Countries**

Advancing the Business of Intellectual Property Globally

Member of TAG-Foundation

عضو في طلال أبوغزاله فاؤنڊيشن

Issue No.

**63**

August 2016

[www.lesarab.org](http://www.lesarab.org)

**LES-Arab Countries Newsletter**

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## Participate in the LES/LESI Royalty Rate Deal Terms Survey

*By Jianbo Hu, Ph.D and James McCarthy, CLP*

As “the” premier not-for-profit organizations directly involved in technology licensing, the success of LES relies on all of our member contribution. For those involved in licensing, an up-to-date royalty survey will be extremely helpful in making fair deals happen in a timely manner. I am sure you all know that aggregated deal terms provided by any for-profit organizations, if available, are very expensive, rely on US SEC data and sometimes not even very helpful for early stage or international deal benchmarking. Therefore, we need your prompt help with your participation in our current LES Global Life Sciences Royalty Rate and Deal Terms Survey. The survey is being executed by Vault Consulting, a leading association survey organization, expert in confidential surveys, and commissioned by the LES USA/Canada and LESI on a separate, independent and confidential basis.

Source:

<http://www.lesusacanda.org/news/303590/Participate-in-the-LESLESI-Royalty-Rate-Deal-Terms-Survey.htm>

## CLP Exam Review One Day Course, Washington, D.C.



LICENSING EXECUTIVES SOCIETY  
INTERNATIONAL

Monday, September 12, 2016

WASHINGTON, D.C. - This one-day review course and CLP Knowledge Community access help professionals prepare for the CLP exam. Taught by experienced CLP-certified LES members the emphasis of the course is on the eight CLP domains, the practice exam questions and the participants' results. The one-day review also includes access to new Virtual Knowledge Community, providing another opportunity for participants to review the domains and ask LES experts any questions. Of those who have taken this review course and the exam, 80% passed. Earning the CLP credentials establishes credibility among your colleagues, shows that you understand and utilize the latest

industry practices, recognizes your experience and qualifications, and demonstrates your commitment to professional development.

The Certified Licensing Professional (CLP) program was launched in 2008 by a separately incorporated entity, Certified Licensing Professionals, Inc. (CLP Inc.). The CLP credential is a professional designation intended to distinguish those who have demonstrated experience, proficiency, knowledge, and understanding of licensing and commercialization of Intellectual Property through involvement in patenting, marketing, negotiation, legal, and intellectual asset management. The program was developed as an initiative of the Licensing Executives Society (USA and Canada) and there are currently more than 800 practicing CLP designees worldwide.

Source:  
<http://www.lesusacanada.org/?page=clpexamreview>

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## IP and Licensing Basics - A One Day Review in Houston



September 9, 2016: This one-day course provides an overview of the basics of Intellectual Property (IP) and licensing. It builds a practical

understanding of core IP and licensing concepts from both the business and legal perspectives. Each topic, taught by both legal and

business experts working as a team, is divided into five sections with examples, exercises, and interactions between instructors and fellow students. Topics include an introduction to IP, the basics of IP commercialization and licensing, determining reasonable license fees and royalty rates, managing risks, and a licensing case study.

Source:  
<http://www.lesusacanada.org/events/EventDetails.aspx?id=844702>

## Register for the 2016 Annual Meeting today!



Join Licensing Executives Society (USA and Canada), for the 2016 Annual Meeting in Vancouver, BC on October 23-26, 2016.

- Elevate your success and opportunities in the future of innovation
- Participate in a celebration of education and insight with no parallels
- Earn MCLEs in an advanced learning environment
- Network with the global c-suite of experts in IP across all industries

To register, visit: [www.lesannualmeeting.org](http://www.lesannualmeeting.org)

Source: <http://www.lesannualmeeting.org>

## For the Ninth Year TAG-Org is Among the Group of 20 Leading Professional Firms

### Talal Abu-Ghazaleh Organization TAG-Org

NEW YORK – Talal Abu-Ghazaleh & Co. International (TAGI-Auditors), chaired by HE Dr. Talal Abu-Ghazaleh, has maintained its membership in the Forum of Firms International Federation of Accountants (IFAC) for the 9th consecutive year, being the only Arab organization that is part of the Forum of Firms (FOF) – among the top 20 leading professional firms worldwide.

As TAGI-Audit maintain this membership among the top 20 global auditing companies, TAG-Org's reputation is reflected through TAGI-Auditor's membership. TAGI-Auditor complies with the highest quality standards throughout its practice in professional services and implementing ethics pertaining to the profession, in addition to implementing International Standards in accounting and

auditing throughout its offices worldwide.

Dr. Abu-Ghazaleh is the first Arab to have served on the IFAC Board, in addition to chairing the UN Committee of Experts on Professional Qualifications Standards. He chaired the UN Intergovernmental Working Group of Experts on International Standards of Accounting and Reporting, among other memberships in all international accounting bodies.

Source:  
<http://www.tagorg.com/news.aspx?id=18511>

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