



**Licensing Executives Society – Arab Countries**

Advancing the Business of Intellectual Property Globally

# LES-Arab Countries Newsletter

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

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جمعية خبراء التراخيص - الدول العربية  
**Licensing Executives Society – Arab Countries**

Licensing Executives Society – Arab Countries (LES-AC) in cooperation with Business Development Academy – New Jersey will be holding the “Certified Patent Valuation Analyst” (CPVA) course, in Dubai – the UAE on July 10-11, 2016.

Course Outlines:

- Valuation of Emerging Technologies.
- Negotiating Licensing Agreements for Maximum Returns.
- Calculating Damages Resulting from Patent Infringement.
- Advanced Patent Valuation (webinar).

For more information & registration, please send us an email to: [les@lesarab.org](mailto:les@lesarab.org) or at 009626 5100900 Ext.: 1620

## Distinguish Yourself in Licensing with the CLP



*By Pamela Demain*

May 11, 2016. Becoming a Certified Licensing Professional (CLP) is a preeminent achievement that has become a rite of passage for today's experienced highly-valued IP professionals.

Launched in 2008, by Certified Licensing

Professionals, Inc., many in the field depend on the CLP designation to distinguish between those who have proven expertise, proficiency, and skills from those who only claim to have such critical competencies.

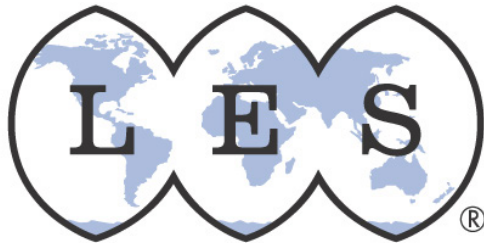
### CLP Exam Review Scheduled at BIO International Convention

The Licensing Executives Society will be hosting a CLP Exam Review all day on June 10, 2016, in conjunction with the BIO International Convention. If you are involved in patenting, marketing, business development and licensing, valuation, IP law, negotiation, and intellectual asset management, you are invited to take this review course to help you achieve your career path goals.

If you're attending the BIO International Convention and wish to register, please visit [www.lesusacanada.org/event/CLPatBIO](http://www.lesusacanada.org/event/CLPatBIO), and sign up today.

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## Certified Licensing Professional (CLP) Exam Review Course



## Licensing Executives Society (U.S.A. and Canada), Inc.

*By Licensing Executives Society  
USA & Canada*

May 12, 2016. 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 are on the eight CLP domains, the practice exam questions and the participants' results.

Of those who have taken this review course and the exam, 80 percent 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.

For more information, visit: [www.lesusacanada.org/?page=clpexamreview](http://www.lesusacanada.org/?page=clpexamreview)



## LICENSING EXECUTIVES SOCIETY INTERNATIONAL

*By Licensing Executives Society International (LESI)*

May 12, 2016. LES is developing a mentoring program for newer members or members with less experience. What is envisioned is a formal venue for Mentors and Mentees to sign up and benefit, on a totally voluntary basis. Toward that end, LES has asked for volunteers from each Sector to work together on what this mentoring initiative might look like, including the following:

- General guidelines for mentors and mentees.
- An outline of the program.
- What would the portal look like?
- Events that can be held at meetings.
- Commitment timeline and number of mentees each mentor might take on (one or two most likely).
- How to do a matching program.

For more information, please visit LESI website [www.lesi.org](http://www.lesi.org)

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