

**SKILLS FRAMEWORK FOR INTELLECTUAL PROPERTY
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

TSC Category	Intellectual Property Management					
TSC Title	Contracts and Agreements					
TSC Description	Analyse and manage intellectual property contracts and agreements					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
				INP-CFC-4044-1.1	INP-CFC-5044-1.1	
				Analyse intellectual property (IP)-related contracts and agreements	Evaluate and conduct negotiations on intellectual property (IP)-related contract and agreement issues	
Knowledge				<ul style="list-style-type: none"> Types of IP Types of IP-related contracts and agreements Structure and purpose of IP-related contracts and agreements Common IP-related clauses and key terms in commercial contracts and agreements Issues in the preparation of common IP-related contracts and agreements 	<ul style="list-style-type: none"> Types of and importance of IP Types of IP-related contracts and agreements Common IP-related clauses and key terms in commercial contracts and agreements Structure and purpose of IP-related contracts and agreements Considerations when assessing IP issues Good practices when negotiating common IP-related contracts and agreements Negotiation techniques 	
Abilities				<ul style="list-style-type: none"> Analyse business relationships of parties involved in IP-related contracts and agreements Prepare for negotiations on IP-related contracts and agreements Highlight IP issues to IP experts for expert views and opinions 	<ul style="list-style-type: none"> Evaluate the organisation's position of IP issues against the position of other organisations Assess contentious issues related to IP-related contracts and agreements Establish objectives and desired outcomes of negotiations related to 	

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				<ul style="list-style-type: none"> • Document finalised terms and conditions for inclusion in IP contracts and agreements • Prepare IP contracts and agreements in line with agreed terms and conditions 	<p>IP-related contracts and agreements</p> <ul style="list-style-type: none"> • Negotiate commercial terms of IP-related contracts and agreements • Review IP-related issues with IP experts • Document agreed outcomes in IP-related contracts and agreements 	
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