

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

<b>TSC Category</b>	Intellectual Property Management					
<b>TSC Title</b>	Intellectual Property Licensing					
<b>TSC Description</b>	Execute and manage intellectual property licensing strategies					
<b>TSC Proficiency Description</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Level 4</b>	<b>Level 5</b>	<b>Level 6</b>
			<b>INP-IPR-3007-1.1</b>	<b>INP-IPR-4007-1.1</b>	<b>INP-IPR-5007-1.1</b>	
			Assist in pre-licensing activities and implementation of intellectual property (IP) licensing systems	Conduct pre-licensing activities, support the preparation of licence agreements and conduct post-agreement activities	Evaluate intellectual property (IP) licensing opportunities and oversee the implementation of IP licensing strategies	
<b>Knowledge</b>			<ul style="list-style-type: none"> <li>Types of intellectual property (IP)</li> <li>Types of licences and parties involved in licensing</li> <li>Considerations when identifying licensors and/or licensees</li> <li>Components of a licence agreement</li> <li>Key terms in a licence agreement</li> <li>Information required by IP experts</li> <li>Post-agreement activities</li> </ul>	<ul style="list-style-type: none"> <li>Types of intellectual property (IP)</li> <li>Types of licences and parties involved in licensing</li> <li>Considerations when identifying licensors and/or licensees</li> <li>Considerations when evaluating IP licensing opportunities</li> <li>Components of a licence agreement</li> <li>Key terms in a licence agreement</li> <li>Information required by IP experts</li> <li>Post-agreement activities</li> </ul>	<ul style="list-style-type: none"> <li>Importance of IP</li> <li>IP licensing and parties involved</li> <li>Methods to evaluate IP issues</li> <li>Considerations when evaluating IP licensing opportunities</li> <li>Considerations when negotiating a licence agreement</li> <li>Considerations when negotiating royalty rates</li> <li>Detailed licencing processes and, inclusive of pre-licensing activities</li> <li>Licensing agreements and post-agreement activities, purposes of each activity and impact to the organisation</li> <li>Dispute resolution processes</li> </ul>	
<b>Abilities</b>			<ul style="list-style-type: none"> <li>Conduct market research, identify market opportunities, and identify potential licensors and/or licensees for IP</li> <li>Conduct business due diligence checks</li> </ul>	<ul style="list-style-type: none"> <li>Evaluate market opportunities and identify potential licensors and/or licensees for IP</li> <li>Review business due diligence</li> </ul>	<ul style="list-style-type: none"> <li>Review environmental scans while considering the organisation's IP exploitation strategies</li> <li>Assess IP licensing opportunities and its value to the organisation</li> </ul>	

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			<ul style="list-style-type: none"> <li>• Prepare for negotiations with licensors and/or licensees</li> <li>• Assist in drafting licence agreements in accordance with established procedures</li> <li>• Assist in the implementation of systems to exploit licensed IP</li> </ul>	<ul style="list-style-type: none"> <li>• Assist in negotiations with licensors and/or licensees</li> <li>• Provide inputs on licence agreements to ensure alignment with the organisation's IP strategies and objectives</li> <li>• Implement systems to exploit licensed IP</li> <li>• Conduct post-agreement activities in accordance with the organisation's policies and procedures</li> </ul>	<ul style="list-style-type: none"> <li>• Adapt IP licensing strategies to support the organisation's IP objectives</li> <li>• Conduct negotiations with licensor and/or licensee to finalise licence agreement in consultation with the legal team</li> <li>• Evaluate impact of IP licensing on the organisation's business strategies</li> </ul>	
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