



CLP Reference List by Domain

Updated: 2/2023

Domain 1: Opportunity Assessment, Development, and Valuation

Harrison, S. S., Sullivan, P. H., & Davis, J. L. (2012). *Edison in the boardroom revisited: how leading companies realize value from their intellectual property* (2nd ed.). Hoboken, NJ: Wiley.

Krattinger, A., Mahoney, R. T., Nelsen, L., Thomson, J. A., Bennett, A. B., Satyanarayana, K., ... Kowalski, S. P. (Eds.). (2007). *Intellectual property management in health and agricultural innovation: a handbook of best practices* (2nd ed., Vol. 1 and 2). Oxford, U.K.: MIHR; Davis, CA: PIPRA; Rio de Janeiro, RJ: Oswaldo Cruz Foundation; Ithaca, NY: Developments-International Institute. (Specifically parts of chapters 5, 9 & 12-14)

Razgaitis, R. (2009). *Valuation and dealmaking of technology-based intellectual property: principles, methods & tools* (2nd ed.). Hoboken, NJ: J. Wiley.

Domain 2: Intellectual Property Protection

Copyrights. 17 U. S. C. (1947).

Patents. 35 U. S. C. (1952).

AUTM (Ed.). (n.d.). *AUTM technology transfer practice manual*. (3rd ed.) (Vol. One Laws and Regulations). Norwalk, CT: AUTM. Retrieved from <https://autm.net/surveys-and-tools/tech-transfer-practices-manual>

European Patent Office (Ed.). (2014). *Intellectual property teaching kit: IP basics* (Vol. IP Advanced I). Retrieved from <https://www.epo.org/learning/materials/kit.html>

European Patent Office (Ed.). (2018). *Intellectual property teaching kit: IP basics* (Vol. IP Advanced II). Retrieved from <https://www.epo.org/learning/materials/kit.html>

Domain 3: Agreement Development and Drafting

O'Reilley, D. P., & Kacedon, D. B. (2015). *Drafting patent license agreements*. (8th ed.). Arlington, VA: Bloomberg BNA Books.

Razgaitis, R. (2009). *Valuation and dealmaking of technology-based intellectual property: principles, methods & tools* (2nd ed.). Hoboken, NJ: J. Wiley.

Domain 4: Negotiation

Fisher, R., Ury, W., & Patton, B. (2011). *Getting to yes: negotiating an agreement without giving in*. (revised). London: Random House.

Malhotra, D. (2016). *Negotiating the impossible: how to break deadlocks and resolve ugly conflicts (without money or muscle)*. Oakland, CA: Berrett-Koehler Publishers.

Domain 5: Agreement Management

Krattinger, A., Mahoney, R. T., Nelsen, L., Thomson, J. A., Bennett, A. B., Satyanarayana, K., ... Kowalski, S. P. (Eds.). (2007). *Intellectual property management in health and agricultural innovation: a handbook of best practices* (2nd ed., Vol. 1 and 2). Oxford, U.K.: MIHR; Davis, CA: PIPRA; Rio de Janeiro, RJ: Oswaldo Cruz Foundation; Ithaca, NY: bioDevelopments-International Institute. (*Specifically chapter 15*)

AUTM (Ed.). (n.d.). *AUTM technology transfer practice manual*. (3rd ed.) (Vol. Two, Data and Records Management and Records Retention). Norwalk, CT: AUTM. Retrieved from <https://autm.net/surveys-and-tools/tech-transfer-practices-manual>

International Association for Contract and Commercial Management (IACCM). (2013). *Fundamentals of contract and commercial management*. Zaltbommel: Van Haren Publishing.

CLP Reference List Summary Table

Publication	Domains Referenced				
	1	2	3	4	5
<i>Edison in the Boardroom Revisited: How Leading Companies Realize Value from Their Intellectual Property</i>	X				
<i>Intellectual Property Management in Health and Agricultural Innovation: A Handbook of Best Practices</i>	X				X
<i>Valuation and Dealmaking of Technology-Based Intellectual Property: Principles, Methods & Tools</i>	X		X		
US Title 17		X			
US Title 35		X			
<i>AUTM Technology Transfer Practice Manual</i>	X			X	
<i>Intellectual Property Teaching Kit: IP Basics</i>	X				
<i>Drafting Patent License Agreements</i>		X			
<i>Getting To Yes: Negotiating an Agreement without Giving in</i>			X		
<i>Negotiating the Impossible: How to Break Deadlocks and Resolve Ugly Conflicts (without Money or Muscle)</i>			X		
<i>Fundamentals of Contract and Commercial Management</i>				X	