The Certified Licensing Professional (CLP) exam focuses on a depth of knowledge and understanding of intellectual property licensing issues. Deal makers in high-tech, life sciences and other fields are faced with tackling a variety of IP issues and by taking the CLP exam, individuals can demonstrate to themselves, their employers, and their colleagues that they have the necessary proficiency.

The program provides an inclusive environment for licensing professionals from varied backgrounds, thereby leveraging the multidisciplinary nature of the field. As such, CLPs have a range of professional backgrounds and experiences.

Sian Godwin, Head of Licensing at GE Healthcare Life Sciences, is a good example. She set a professional goal to switch her perspective from a “scientist doing licensing as a hobby” to become a licensing professional with a scientific background.

“I really got into the field by accident,” Godwin said. “I was a Product Manager who needed to acquire new technologies to expand my product portfolio and consequently discovered that I was good at identifying opportunities and negotiating deals.” Her enjoyment of forming relationships and partnerships was a natural fit for a field in which she works with colleagues and industry partners around the world.

Godwin then set another professional goal – earning the Certified Licensing Professional (CLP) credential. Earning and maintaining the CLP credential helps Godwin “feel better equipped to address new situations” and ensures her organization “has good quality agreements that support its business needs.”

CLP asked Godwin to discuss her work and the value of the CLP credential to her career.

- **Describe what you do in 15 words or less.**
  
  I execute innovative deals that drive technological breakthroughs resulting in better healthcare solutions.

- **How has this industry changed since you joined the field?**
  
  Technology has become more diverse and the industry changes a lot more rapidly than in the past. You therefore need to walk that fine line between providing sufficient flexibility to meet the demands of changing market needs and not making things too complex.

- **What role do you see for the CLP program in the future?**
  
  I see the role of the CLP program as providing the industry with a recognized standard which can only help to ensure that the quality of transactions is maintained. Fewer disputes from poor quality licenses will allow companies to focus on developing/selling products that benefit society.

  There is a certain amount of personal satisfaction and a sense of achievement when you do something well – no matter what that task is. If you are a licensing professional, studying for and obtaining the CLP credential enables you to execute better quality transactions.

- **How did you prepare for the CLP exam?**
  
  I took the preparation course offered by LES and read a number of the recommended reference materials. As I’m not a patent attorney I sat with several of our in-house attorneys to better understand USA & European patent law. It is worth studying for the exam – licensing touches a wide range of topics, and it is highly unlikely that you will have encountered them all simply through experience.

- **If you were not working in this field, what would you be doing?**
  
  I am on the Board of a Performing Arts charity which aims to teach young adults life skills and leadership through the performing arts. I use my marketing, business and negotiation skills to help support the organization and would love to be able to do this full time one day.

To find out more about the CLP program and begin your own path toward earning the credential, visit [www.licensingcertification.org](http://www.licensingcertification.org).