



CLP Reference List by Domain

Revised and effective: 8/2019

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-events/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-events/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.

World Intellectual Property Organization (Ed.). (2005). *Exchanging value: negotiating technology licensing agreements: a training manual*. Retrieved from <https://www.wipo.int/publications/en/details.jsp?id=291>

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.

World Intellectual Property Organization (Ed.). (2005). *Exchanging value: negotiating technology licensing agreements: a training manual*. Retrieved from <https://www.wipo.int/publications/en/details.jsp?id=291>

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>Exchanging Value: Negotiating Technology Licensing Agreements: A Training Manual</i>			X	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