



## 2019 CLP Exam Blueprint

Effective for the October 2019 exam window forward

*\*The CLP Board of Directors is reviewing the CLP Reference List by Domain and will publish a revision soon.*

Domains and Task Statements	% of Exam	# of Questions
<b>Domain #1: Opportunity Assessment, Development, and Valuation</b>	24%	36
<ol style="list-style-type: none"> <li>1. Participate in the development of an intellectual property strategy in accordance with organizational strategy in order to achieve economic or commercial goals and identify needs, resource requirements, and licensing opportunities.</li> <li>2. Prioritize and evaluate the intellectual property portfolio using appropriate analytical tools in order to identify the highest and best use of the organization’s intellectual property.</li> <li>3. Define the intellectual property to be valued using input from relevant business functions, consistent with overall business strategy in order to achieve agreed upon goals.</li> <li>4. Identify commercial opportunities using appropriate methods in order to identify potential collaborator(s), licensee(s), or newco(s).</li> <li>5. Assess the need for rights controlled by other parties using commercial and legal analyses in order to optimize business return.</li> <li>6. Identify intellectual property existing in the market consistent with the organization’s needs in order to select and obtain rights to use another party’s intellectual property.</li> <li>7. Develop a commercialization plan that includes intellectual property using appropriate methods in order to achieve established objectives.</li> </ol>		
<b>Domain #2: Intellectual Property Protection</b>	22%	33
<ol style="list-style-type: none"> <li>1. Build an intellectual property portfolio by protecting intellectual property strategically in order to support and advance the organization’s objectives.</li> <li>2. Survey the organization’s existing and potential intellectual capital through appropriate means in order to identify intellectual property requiring or worthy of protection.</li> </ol>		

<ol style="list-style-type: none"> <li>3. Select inventions to protect by evaluating pertinent legal factors, commercial opportunities, and available resources in order to optimize the portfolio.</li> <li>4. Select appropriate domestic and international protection mechanisms for the intellectual property by evaluating pertinent legal factors, commercial opportunities, and available resources in order to protect the intellectual property.</li> <li>5. Implement the protection strategy using the selected mechanisms in order to build and sustain the organization's intellectual property portfolio.</li> <li>6. Manage the intellectual property portfolio by taking appropriate legal and procedural steps in order to maintain or improve the value of an entity's intellectual property portfolio.</li> </ol>		
<b>Domain #3: Agreement Development and Drafting</b>	23%	35
<ol style="list-style-type: none"> <li>1. Participate in cross-functional teams in order to define the type of agreement and the terms and conditions to be negotiated, including regulatory policies and legal concerns.</li> <li>2. Identify the factors influencing the value based on the proposed licensing strategy in order to enable the determination of an appropriate price.</li> <li>3. Draft the term sheet by addressing critical issues in order to expedite contract negotiations.</li> <li>4. Develop basic agreement terms consistent with the licensing strategy and business plan in order to establish an initial agreement structure.</li> <li>5. Review the license or other type of agreement using the final term sheet in order to express the intent of the parties to operate as intended.</li> </ol>		
<b>Domain #4: Negotiation</b>	21%	31
<ol style="list-style-type: none"> <li>1. Prepare for negotiation by identifying and anticipating the interests, needs, and wants of the parties, and the likely points of contention in order to establish a basis for negotiation.</li> <li>2. Participate in formulating the negotiation strategy and tactics, including determining a Best Alternative To Negotiated Agreement (BATNA), setting the timeframe, and establishing other parameters in order to conduct the negotiations effectively.</li> <li>3. Implement the negotiation strategy and tactics, record the impact of changes to the term sheet, and counter within the range of acceptable outcomes in order to conduct and close the negotiations effectively.</li> </ol>		

<ol style="list-style-type: none"> <li>4. Gain approval of the final terms and conditions of the agreement by communicating the value of the deal to internal stakeholders in order to confirm acceptability relative to the licensing strategy and objectives.</li> <li>5. Review the final agreement in order to ensure consistency with the negotiated terms and conditions.</li> </ol>		
<b>Domain #5: Agreement Management</b>	10%	15
<ol style="list-style-type: none"> <li>1. Establish ongoing obligations by reviewing the signed agreement in order to ensure compliance by all parties.</li> <li>2. Meet ongoing responsibilities by defining points of contact, other personnel, documentation requirements, and a process for ensuring accountability in order to maintain compliance and avoid conflicts and breach.</li> <li>3. Summarize the key features and obligations of the agreement and ensure that the documentation is entered into an appropriate document management system to allow for easy access for future reference.</li> </ol>		