

Conversation with a Certified Licensing Professional (CLP) – Matteo Sabattini, Ph.D., MBA, CLP, Ericsson Inc.

Matteo Sabattini, Ph.D., MBA, CLP is Director, IP Policy at Ericsson Inc., where he is responsible for IP rights policy, advocacy, licensing and promotion at SDOs, industry fora, trade associations, governmental agencies, etc. Mr. Sabattini earned the CLP designation in July 2020.

He holds an MBA from the George Washington University, a PhD in communication theory and systems from the University of California, San Diego and an MS in electrical engineering from the University of Bologna.

When not involved in IP matters, Sabattini enjoys time outdoors as an avid skier and loves to cook.



You are a new certificant. In what stage of your career did you pursue the CLP credential, and what motivated that decision?

I earned the credential last summer at a relatively advanced stage in my career, having more than a decade of experience in IP and licensing-related matters. I have been active within LES and the licensing community for over a decade, and I saw the CLP certification as another tool in my arsenal. While I was quite familiar with certain aspects of licensing transactions, I learned a lot in areas like technology transfer and post-grant procedures at the USPTO.

In your experience, what role does professional certification play in the licensing field?

In addition to recognition, it sets an example. There is value in the leading licensing professionals being CLP-certified. Moreover, certification allows best practices and ethical behavior to be codified and permeate the industry, to the benefit of the whole community.

How did you prepare for the exam, and what advice do you have for others who are considering pursuing specialty certification?

I reviewed the reference materials and took an exam preparation course offered by LES. Studying for the exam was fun and informative. Just do it!

What value do you see in maintaining the CLP credential?

Licensing constantly changes because the IP landscape constantly changes. Technology advances; practices evolve; industry players change. Our profession requires us to constantly improve our skills and remain up to date with best practices associated with, and the people involved in, licensing transactions.

How does your employer support the ongoing professional development of its licensing team?

Both factually and financially. Factually by exposing team members to growing responsibilities, and financially through covering the cost to attend events, panels, conferences and, in my case, take the CLP exam review course offered by LES and apply for the exam. In addition, I was able to carve out some time in my busy schedule during work hours to study, prepare and take the exam.

Further, while practical experience is the main requisite for licensing positions at my organization, a specific certification can add a useful data point and act as a differentiator amongst candidates. When employees hold the CLP credential it adds credibility to the licensing team and its activities.

"THERE IS VALUE IN THE LEADING LICENSING PROFESSIONALS BEING CLP-CERTIFIED. MOREOVER, CERTIFICATION ALLOWS BEST PRACTICES AND ETHICAL BEHAVIOR TO BE CODIFIED AND PERMEATE THE INDUSTRY, TO THE BENEFIT OF THE WHOLE COMMUNITY."