

**CERTIFICATE COURSE ON
IPR LICENSING AND TECHNOLOGY TRANSFER**

CONDUCTED BY

**Centre for IPR Law & Research,
Manipal Law School, MAHE
(Bengaluru Campus)**

In association with

R K DEWAN & Co., Pune



About : This course is ideal for professionals and individuals looking to deepen their understanding of intellectual property commercialization. It is for those looking to understand how to leverage IP for business growth and navigate licensing deals.

Who Can Apply : This course is for Legal Professionals, Business Development & Licensing Professionals, Innovators & Researchers, Entrepreneurs & Start-up Founders, IP Managers & Executives, Students.

Certification Details : The course completion certificate will be issued online in digital format jointly by Centre for IPR Law and Research, Manipal Law School, MAHE and R K Dewan & Co., Pune.

Duration : 03 Months

Mode : ONLINE (LIVE LECTURES)

Curriculum in Brief :

Module 1 : Introduction to Indian Contract Act and Important Legal Clauses in Licensing Agreements

Module 2 : IPR Licensing and Assignment Provisions in Indian IPR Laws

Module 3 : Technology Transfer & Collaborative Research Agreements

Module 4 : SEP Licensing with Focus on FRAND Obligations, Evolving Jurisprudence, and Patent Pools

Module 5 : Negotiations in IP Licensing

Module 6 : Pricing Patent/Copyright/Trademark Licenses - Determining Royalty Rates, Technology Fees, Georgia-Pacific Factors

Module 7 : Franchising and Licensing of Trademarks and Brands - Terms and Conditions

Course Objectives :

Upon successful completion of this certificate course, participants will be able to:

- **Understand Foundational Legal Principles:** Grasp the core concepts of contract law as they apply to IP licensing and assignment agreements in India.
- **Draft and Analyze IP Agreements:** Identify, understand, and critically analyze crucial legal clauses within various IP licensing, assignment, and technology transfer agreements.
- **Navigate Indian IPR Laws:** Comprehend the specific provisions for licensing and assignment of different types of Intellectual Property Rights under Indian law.
- **Master Technology Transfer Processes:** Understand the intricacies of technology transfer, collaborative research agreements, and effectively address associated challenges.
- **Grasp SEP Licensing and FRAND:** Develop a comprehensive understanding of Standard Essential Patents (SEPs), FRAND obligations, and the role of patent pools.

- **Develop Negotiation Skills**: Acquire practical skills and strategies for effective negotiation in IP licensing contexts.
- **Determine IP Valuation and Royalties**: Learn various methods for pricing IP licenses, including royalty rate determination and applying factors like Georgia-Pacific.
- **Understand Franchising and Brand Licensing**: Gain insights into the unique aspects of franchising and the licensing of trademarks and brands, including key terms and responsibilities..

Feasibility of the Program :

- **Strong Market Relevance and Demand** : As IP-driven business models grow, professionals increasingly seek structured knowledge in licensing, technology transfer, and commercialization, making the course highly relevant.
- **Wide and Well-Defined Target Audience** : The course appeals to a cross-section of professionals—from legal experts to researchers and entrepreneurs—ensuring robust enrolment potential from various industries.
- **Focused and Practical Curriculum** : The program emphasizes real-world applications like IP valuation, drafting agreements, and negotiation skills, increasing its practicality and usefulness for working professionals.

- **Short-Term, Flexible Format** : The course structure supports part-time learning, ideal for busy professionals and students seeking skill enhancement without long-term commitment.
- **Alignment with National Innovation and Startup Ecosystem** : As India boosts innovation and IP policy, the course is timely, supporting professionals and startups looking to leverage IP assets for business growth.

Assessment Method :

- Two online quizzes of 50 marks each will be conducted during the course.
- The participants need to score a minimum of 18 out of 50 individually in both quizzes to be eligible for the award of the completion certificate. Maximum two attempts are allowed.
- The participants need to have a minimum mandatory 65% attendance in order to be eligible for the completion certificate.
- Participants who do not satisfy the minimum attendance requirement and minimum score requirement in quizzes shall only be eligible for a participation certificate and not a course completion certificate.
- No. of Attempts: Each participant can have a maximum of 02 attempts per quiz.

Course Commencement : September/October, 2026

Course Fees : INR 30,000/- (Indian Rupee)

Registration Link (Please select **Course Code CI9** in the drop down menu) (**Payment is Non-Refundable**) :

<https://sis.manipal.edu/CertificateCourses.aspx>

Scan to Register and Pay (**Payment is Non-Refundable**)
(Please select **Course Code CI9** in the drop down menu)



For Further Details, Mail to : centreipr.mlsblr@manipal.edu

Key People in Relation to the Course



ADV. MOHAN DEWAN

Adv. Mohan Dewan is the Principal of R K Dewan & Co, with over 48 years of experience in the field of Intellectual Property Rights. He is a practicing advocate and jurist. He is a registered Patent & Trademark attorney. He has obtained over 5000 patents for various Indian and foreign clients in almost every sphere of technology. His firm R K Dewan & Co. represents over 4000 clients worldwide.



DR. NITI DEWAN

Dr. Niti Dewan, a medical doctor and a Patent and Trade Mark Attorney, heads the Patents Department at R K Dewan & Co. She is also responsible for the firm's Business Development, Finance and Administration operations. With over 15 years of experience in the IP field, her areas of speciality include: patent drafting, patent searching & analysis, international patent filing and prosecution, and IP portfolio management.



DR. INDRANIL SAHA

Dr. Indranil Saha is an Associate Professor of law at Manipal Law School, Manipal Academy of Higher Education (MAHE), Bengaluru and also Coordinator - Centre for IPR Law and Research, MAHE. He is a registered Patent Agent and holds a Ph.D from Indian Institute of Science (IISc), Bangalore and is a TRIL Fellow of UNESCO. He holds a LLB degree with honours in Intellectual Property Rights from RGSOIPL, IIT Kharagpur and has more than 15 years of experience. He also holds a silver medal from IIM-Visakhapatnam at Master's level.



DR. ELLA GORIAN

Dr. Ella Gorian is a Professor of law at Manipal Law School, Manipal Academy of Higher Education (MAHE), Bengaluru, and also Co-Coordinator for Centre for IPR Law and Research, MAHE. An expert in comparative and international intellectual property law with over 18 years of experience, her work focuses on the Eurasian patent system and cross jurisdictional IP frameworks, with particular expertise in China, Ukraine and Russia.



MR. GAURAV DAHIYA

Mr. Gaurav Dahiya is an Assistant Professor of law at Manipal Law School, MAHE, Bengaluru. He has more than 7 years of experience as in-house legal counsel at corporations like Samsung R&D India and Siemens Healthineers, He pursued a 3-year LL.B from RGSOIPL, IIT Kharagpur and holds a B.Tech from Amity Law School of Engineering and Technology.

Useful Links

Centre for IPR Law & Research, MAHE :

<https://www.manipal.edu/mu/campuses/mahe-bengaluru/academics/institution-list/mls/research-centres/centre-for-intellectual-property-rights--ipr--law-and-research.html>

Manipal Law School :

<https://www.manipal.edu/mu/campuses/mahe-bengaluru/academics/institution-list/mls.html>

Manipal Academy of Higher Education (MAHE):

<https://www.manipal.edu/mu.html>

R K Dewan & Co. : <https://www.rkdewan.com/>

