

ToT Workshop Agenda

DAY 1

	START	END	Topic Slides	Files	ACTIVITY	Lead	Co
Monday	08:30	08:45			Registration		
Monday	08:45	09:15			Opening Ceremony	KCMUCo	
Monday	09:15	10:00			Welcome	HSJ	
Monday					"Teachers discussion" – the stage is set!	ALL	
Monday			D1-10	1	1. Introduction of Experts	SNA	
Monday			D1-10	1	2. Introduction to Program	HSJ	
Monday					3. Presentation of Participants	HSJ	
Monday					Why are we here-exercise and what are we expecting to learn?	ALL	
Monday					Orchestrate the learning and the blackboard for Mind Mapping the progress	HSJ	
			10:00	10:15	COFFEE BREAK		
	OVERVIEW (presentations & discussions)						
Monday	10:15	10:30	D1-21	2	The term "IPR"	HSJ	
Monday	10:30	10:50	D1-22	2A	Copyright: Registration and Unregistration	DSA	
Monday	10:50	11:10	D1-23	2B	Trademarks: TM and ©	JFK	
Monday	11:10	11:30	D1-24	2C	Design (and copyrights on creations)	SNA	
Monday	11:30	11:50	D1-25	2D	Utility Models: Opportunities and Restrictions	SNA	
Monday	11:50	12:10	D1-26	2E	Patents	HSJ	
Monday	12:10	12:30	D1-27	2F	Geographical Indications (GIs) and Origin-Linked Products (OLP) and Certifications	HSJ	SNA
Monday	12:30	12:45			Debriefing	ALL	ALL
	12:45	13:30	LUNCH				
	SYSTEMS – the process to achieve						
Monday	13:30	13:50	D1-31	3A	Tanzania	JFK	DSA
Monday	13:50	14:10	D1-32	3B	ARIPO	SNA	JFK
Monday	14:10	14:30	D1-33	3C	PCT, EPO, US	SNA	HSJ
	14:30	14:45	COFFEE BREAK				
	Price Structure						
Monday	14:45	14:50			Tanzania (JFK) ARIPO (SNA) PCT (HSJ)	HSJ	
Monday	14:50	15:00	D1-41	2A	Copyright	DSA	
Monday	15:00	15:15	D1-42	2B	Trademark	JFK	
Monday	15:15	15:30	D1-43	2C	Design	SNA	
Monday	15:30	15:50	D1-44	2E	Patent (and Utility Models)	SNA	HSJ
Monday	15:50	16:20	D1-45	2F	GIs & OLP - a case	HSJ	
Monday	16:20	16:40			Debriefing		ALL
Monday	16:40	17:00			The Obtained "Right"	HSJ	ALL
Monday					Tomorrow's challenge	HSJ	SNA

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DAY 2

	START	END	Topic Slides	Files	ACTIVITY	Lead	Co
Tuesday	08:30	08:45			Review, Questions and Day's Agenda	HSJ	SNA
INTRODUCTION: HOW AND WHY							
Tuesday	08:45	09:10	D2-10		Getting an IP	HSJ	
SEARCH SYSTEMS: How to find information							
Tuesday	09:10	09:20	D2-20	5	Search systems	HSJ	
Tuesday	09:20		D2-21	4A	Local (Google Patent Search)	JFK	
Tuesday			D2-22	4B	ARIPO (Quick Search)	SNA	
Tuesday			D2-23	4C	PCT (Patentscope, USPTO)	SNA	HSJ
Tuesday		10:10	D2-24	4C	EPO (Espacenet)	JFK	SNA
10:10 10:30 COFFEE BREAK							
WRITING							
Tuesday	10:30		D2-31	2B	Copyright and Trademark	JFK	DSA
Tuesday			D2-32	2E	Patents	SNA	HSJ
Tuesday		11:30	D2-33	2F	GIs & OLP	HSJ	SNA
Tuesday	11:30				Exercise	HSJ	
Tuesday		12:30			Debriefing		
12:30 13:20 LUNCH							
INVENTION AND IPR							
Tuesday	13:20	13:50	D2-40	6	Introduction to CIS: Systematic step by step innovation	HSJ	
ENTREPRENEURSHIP							
Tuesday	13:50	14:10	D2-41	5A	From Idea/invention to concept/business model: A case based on Vertical Innovation	HSJ	
Tuesday	14:10	14:30	D2-42	5B	Business Models	HSJ	JFK
14:30 14:45 COFFEE BREAK							
TANZANIAN COMPANY							
Tuesday	14:45		D2-50	7	Company Presentation—Local SME: The company, their innovation, their IPR considerations	Local SME	
Tuesday		15:30			Discussions: Participants, experts and Company	HSJ	
GROUP EXERCISE							
Tuesday	15:30	16:00			Groupwork: Describe the company's IPR situation and possibilities		
Tuesday	16:00	16:30			Group presentations to experts and company		
Tuesday	16:30	17:00			Debriefing and tomorrow's challenge	HSJ	SNA

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DAY 3

	START	END	Topic Slides	Files	ACTIVITY	Lead	Co
Wednesday	08:30	08:45			Review, Questions and Day's Agenda	HSJ	SNA
NEGOTIATION SKILLS							
Wednesday	08:45	09:10	D3-10	7	The Beginning	HSJ	
NEGOTIATION CASE							
Wednesday	09:10			7	a) Typologies	HSJ	
Wednesday					b) Tanzanian Approach	ALL	JFK DSA
Wednesday		10:10			c) International Approach	HSJ	
10:10 10:30 COFFEE BREAK							
CASE PRESENTATION							
Wednesday	10:30	10:45		7A	Technology Transfer	HSJ	
Wednesday	10:45	11:00			Present Case and License Agreement	HSJ	
Wednesday	11:00	11:30			Study case		
11:30 12:30 LUNCH							
THE LICENSE GAME							
Wednesday	12:30				Licence Game start		
Wednesday					Do a Royalty Agreement		
Wednesday					Gaming		
Wednesday		14:00			Optimal Agreement	HSJ	
Wednesday					Debriefing	HSJ	
THE DIRTY DOZEN							
Wednesday	14:00				Forum Theatre: Conducting a Negotiation	HSJ	SNA
Wednesday		15:00			Exercises		
Wednesday	15:00	15:15			Debriefing	ALL	
15:15 15:30 COFFEE BREAK							
Wednesday	15:30	16:00			Debriefing	HSJ	
Wednesday	16:00	16:30			Stage the Negotiation	HSJ	
Wednesday	16:30	17:00			Tomorrow's challenge	HSJ	SNA

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DAY 4

	START	END	Topic Slides	Files	ACTIVITY	Lead	Co	
Thursday	08:30	08:45			Review, Questions and Day's Agenda	HSJ	SNA	
Thursday	08:45	09:10	D4-10	9	IP: A Strategic Option	HSJ		
CASE PRESENTATION—INTERNATIONAL COMPANY								
Thursday	09:10	09:45			a) International Company Presentation—Case Description	HSJ		
Thursday					b) Their innovation and IPR considerations			
Thursday					c) What do they look at?			
Thursday	09:45	10:15			Discussions with company	HSJ		
	10:15	10:45	COFFEE BREAK					
Thursday	10:45	11:15			Group exercise: Create IPR strategy for company	ALL		
Thursday	11:15				Present IPR strategies for experts and company			
Thursday		12:30			Debriefing			
	12:30	13:30	LUNCH					
ROAD MAP								
Thursday	13:30		D4-30	8B	Theory and case description	HSJ		
Thursday			D4-31		Cases-Tanzania	JFK	DSA SNA	
Thursday					Group work--An IPR Strategy for:	HSJ		
Thursday					(i) Inventors, scientists			
Thursday					(ii) SMEs			
Thursday					(iii) local companies			
Thursday					(iv) International companies			
Thursday		14:20						
	14:20		PRESENTATIONS					
Thursday					Discussions	ALL		
Thursday		15:15			Debriefing	HSJ	SNA	
	15:15	15:30	COFFEE BREAK					
Thursday	15:30	16:30			For Me (groups)—what does this mean for my future work?	ALL	ALL	
Thursday	16:30	17:00			Debriefing	HSJ	SNA	

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DAY 5

	START	END	Topic Slides	Files	ACTIVITY	Lead	Co
Friday	08:30	08:45			Review, Questions and Day's Agenda	HSJ	SNA
Friday	08:45	09:20	D5-10	10	IP: A Policy Tool	HSJ	
CASE PRESENTATION							
Friday	09:20	09:45	D5-20	9A	a) Presentation--The Tanzanian Government's New National IP Policy	MITI	
Friday	09:45	10:15			b) Discussion	ALL	
COFFEE BREAK							
MODELING A POLICY							
Friday	10:35	10:50			Case Study—University of Ghana	SNA	
Friday	10:50				Class exercise consulted by Key experts: Conducting the MITI Policy: What is the consequences?	HSJ	SNA
Friday					• Price		
Friday					• Time		
Friday					• Need for resources		
Friday		11:20			We create a cost-Benefit analysis	HSJ	ALL
Friday	11:20				Determining which business plan is best suited for you:		
Friday					• Technology transfer office/technology transfer business unit		
Friday					• Incubators		
Friday					• Science parks		
Friday		12:00			Discussions		
LUNCH							
OUR POLICY							
Friday	13:00	15:00			1. What do we have?	ALL	
Friday					2. What do we need?		
Friday					3. Creating a road map of our needs to include within our current/new policy		
COFFEE BREAK							
Friday	15:15				Debriefing	HSJ	ALL
Friday					• Next Step for Us		
Friday					• What to do		
Friday					• The Use		
Friday		16:15			• Next Session		
Friday	16:15	17:00			Evaluations and Wrap Up	HSJ	SNA



TBT PROGRAMME
OVERCOMING TECHNICAL BARRIERS TO TRADE

