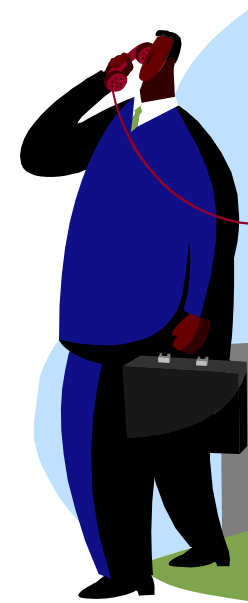
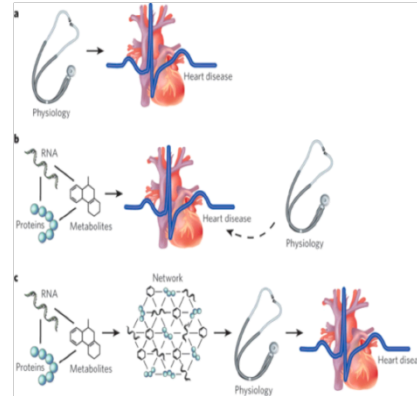


CAREER OPPORTUNITIES FOR THE SCIENTIST IN INTELLECTUAL PROPERTY: TRANSITIONING FROM THE BENCH TO IP



We're gonna need some help.

Jerry C. Harris, shareholder
Madalina Ciobanu, technical advisor
Jerry Walker-Vaughn, technical advisor

Different types of Intellectual Property

Patents
Trademarks
Copyrights
Trade Secrets



Courts



Public



Law

The Lay of the Land



Research Entities



Patent Office




Business



Technology Transfer



Science



What is a patent?

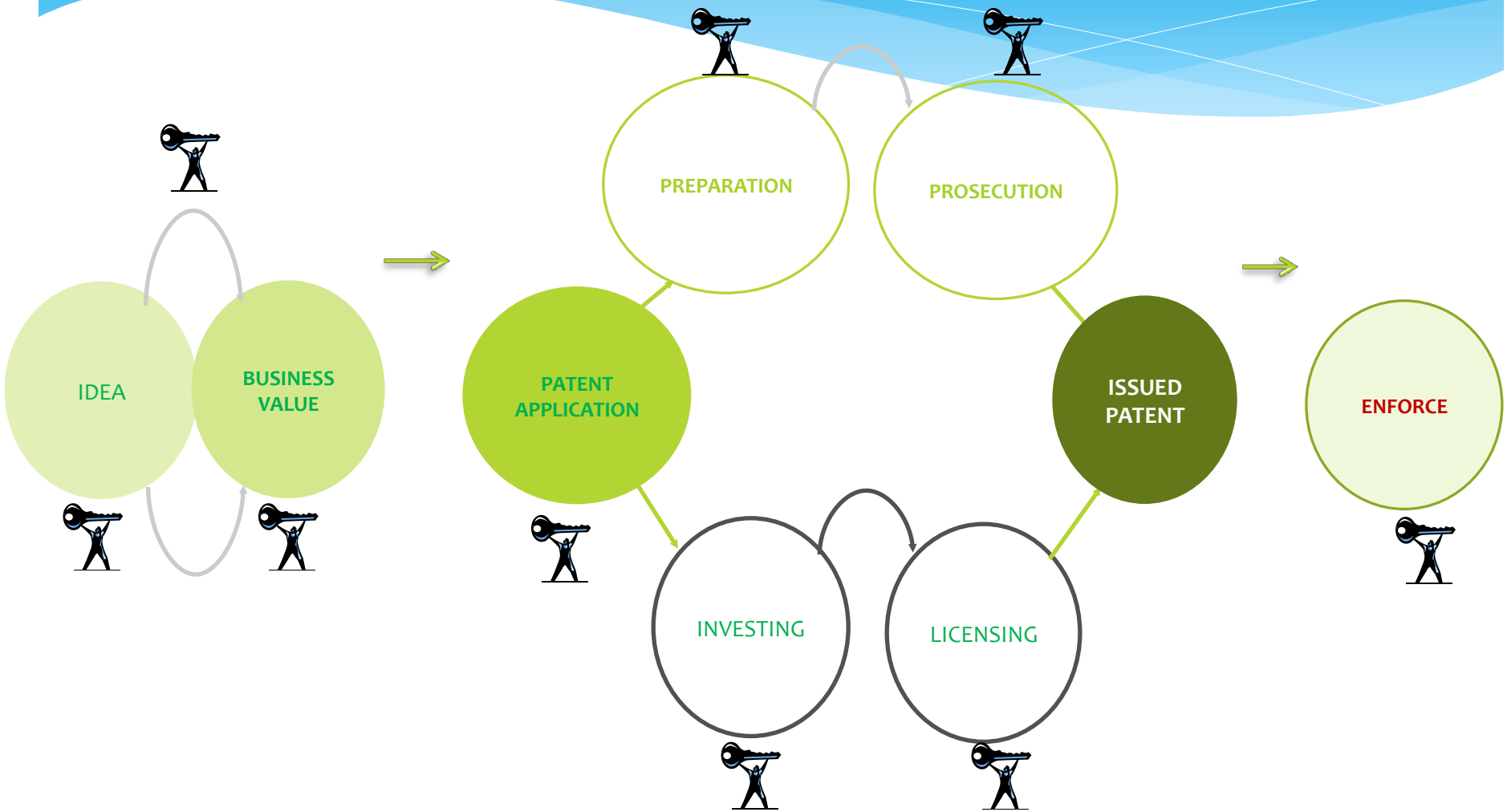
A patent is a bargain/contract between an inventor and the government:

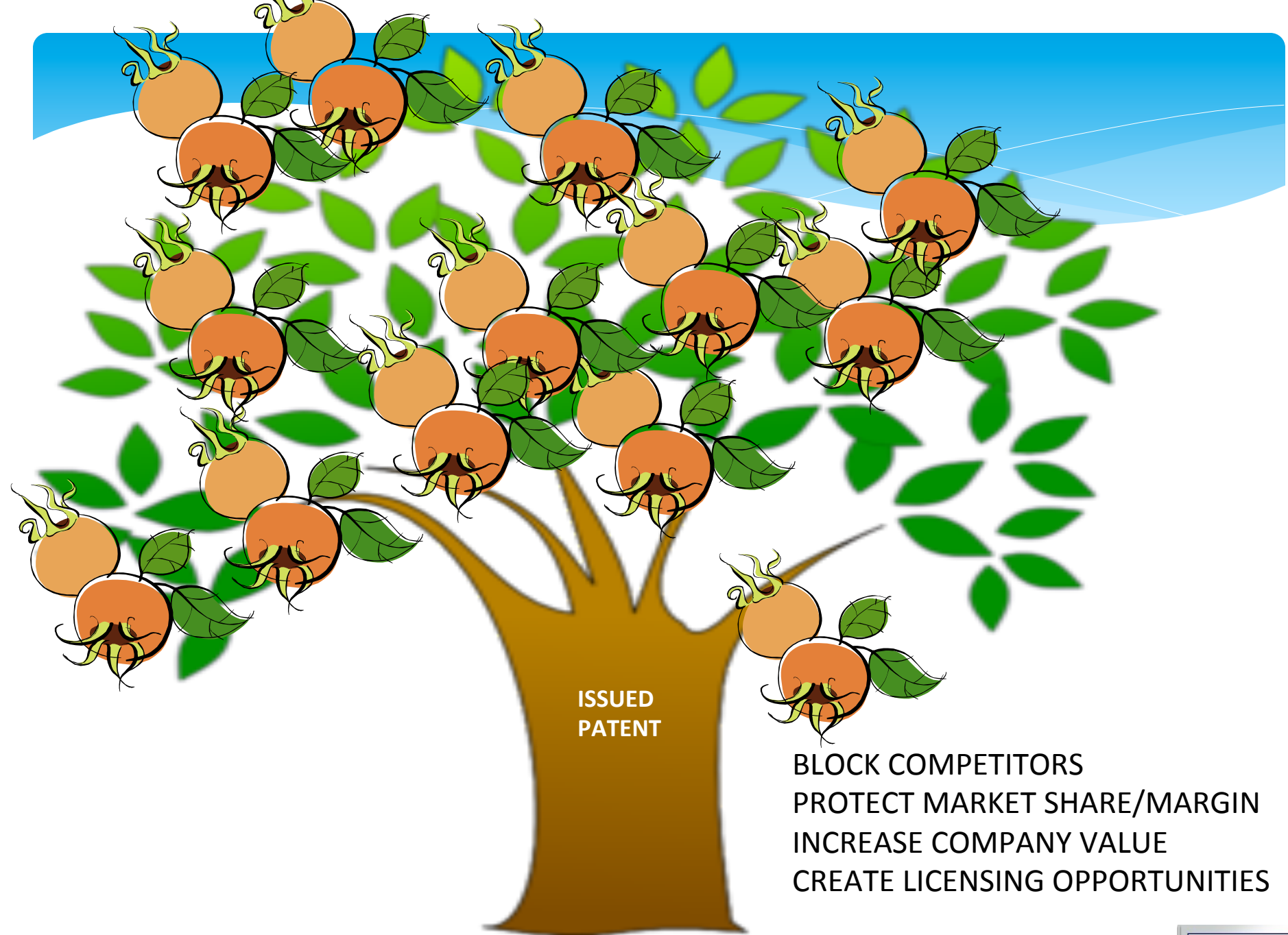
The inventor discloses his/her know-how so that others can practice the invention in return for a time-limited monopoly.

There are restrictions on the type and quality of information that is patentable: information must be new, useful, and non-obvious.

Patents do not give the holder the right to practice the invention - it excludes others from:

- Making the invention
- Using the invention
- Selling the invention





ISSUED
PATENT

- BLOCK COMPETITORS
- PROTECT MARKET SHARE/MARGIN
- INCREASE COMPANY VALUE
- CREATE LICENSING OPPORTUNITIES

Patents are BUSINESS TOOLS

Maintain Competitive Prices	<ul style="list-style-type: none">• Patents prevent others from copying and selling your invention• The business sets the price for their invention
Generate Licensing Revenue (IP Monetization)	<ul style="list-style-type: none">• Significant incentives for the company and opportunities to develop business partnerships
Secure Investments and Financing	<ul style="list-style-type: none">• Provides incentive for investment• Sophistication in market
Supplement for NDA/ Trade Secret	<ul style="list-style-type: none">• Less concern whether the information becomes publicly known
Vanity	<ul style="list-style-type: none">• Personifies that your product is novel• Offers credibility

Title

- Patent Liaison
- Technical Advisor
- Scientific Advisor
- Patent Examiner
- Attorney
- Licensing Officer
- Technology Specialist
- Technical Writer
- Patent Coordinator
- Licensing Associate
- Patent Agent

Activities

- Technology Transfer
- Research Patent Ideas
- Licensing of Technology
- Writing Patent Applications
- Prosecuting Patent Applications
- Client Development
- Coordinating Patent Portfolios
- Evaluating Areas for Business Expansion
- Helping to Identify New Areas for Patenting Within an Organization
- Assisting in Patent Litigation
- Business Development

Employers

- Patent Offices
- Government
- Small Private Companies
- Public Companies
- Academia
- Law Firms
- Consulting Groups
- Judiciary
- Trade Organizations
- Independent
- “Trolls”



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Outlook for patent professionals: what is needed and where?

The advantages or disadvantages of additional education or training for the research scientist considering transitioning to a career in intellectual property.

The most significant challenge a research scientist faces when transitioning to intellectual property is _____?

**The extent to which
the research scientist
is still considered or
relied upon for his/
her scientific
expertise.**

The characteristics that would make a research scientist stand out to a potential employer in the intellectual property area.

**The extent to which a
research scientist
needs to be aware of
or have expertise in
business.**

The first 3 steps to take when looking for a position in intellectual property.

**Expectations of the
daily work life of an
intellectual property
professional.**

**The salary expectations
and career cycle for a
research scientist as an
intellectual property
professional.**



I've not failed, I've simply discovered 10,000 ways that don't work.
Thomas Edison

Jerry C. Harris, shareholder
Madalina Ciobanou, technical advisor
Jerry Walker-Vaughn, technical advisor