



6.13.07

Commercial Negotiations Seminar Sponsored by CTSA / ITMAT

June 28, 2007, 4 pm to 6 pm, 252 BRB

Attendees: Department Chairs, Division Chiefs, Commercialization Committee, CTSA Oversight Committee, and ITMAT Members

Details:

June 28, 2007 from 4-6pm in 252 BRB (registration **REQUIRED** via ocaadmin@mail.med.upenn.edu by June 18th - space is limited)

Topic:

The Commercial Negotiations Seminar will give practical advice and strategies to assist investigators when dealing with potential corporate sponsors. It will provide information on navigating the Penn Medicine contracting system, in addition to discussions on establishing needs & wants, determining value and structuring dialog and negotiations with sponsors.

Terry Fadem, Managing Director of Corporate Alliances and CTSA Commercialization Core Director, will lead the discussion, including a panel of Penn contract attorneys and other staff experienced in negotiating with corporate sponsors.

