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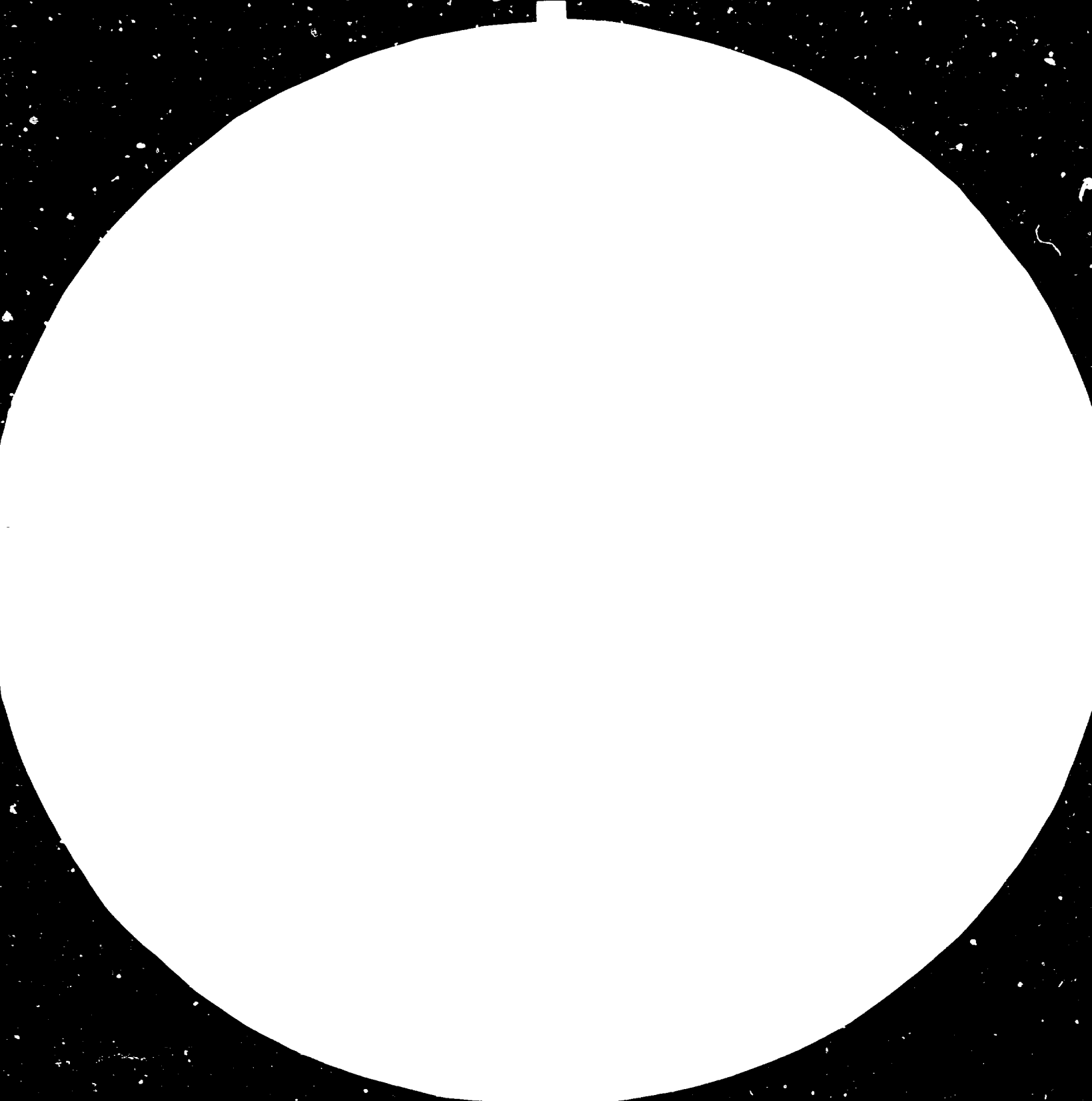
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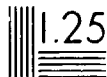
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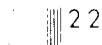
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Eighth Meeting of Heads of  
Technology Transfer Registries  
Caracas, Venezuela, 17-20 October 1983

TIES Summer Courses on Technology  
Transfer Contract Negotiation and Evaluation \*

Note by the UNIDO Secretariat

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## Introduction

Since many years UNIDO carried out regularly (usually 4 to 6 per annum) training programmes of various duration and character for government officials and representatives of the business community in developing countries.

Those programmes dealt with various aspects of technology transfer, yet their thrust usually was the issues closely related to preparation for and negotiations of various technology arrangements, like licensing and know-how agreements, supply of turn-key plants, supply of management and technical assistance services.

So far the programmes organized were usually carried either on explicit requests of Governments in developing countries or in the framework of larger technical assistance projects.

It is estimated that UNIDO trained ca. 100 to 150 persons, annually, in those programmes. Over the years the UNIDO Secretariat has developed a body of experience in organizing and executing such programmes, as well as substantive training materials, including actual case studies, simulated case studies covering various simulated situations.

It is felt that further progress could be made in improving the quality of the training offered by anchoring those programmes on a permanent basis in already existing institutions. Such an institution must have access to well qualified experts in the field and particularly substantial experience in organizing courses of this nature for representatives from developing countries.

Bearing above in mind, it is proposed to organize during an initial period of two years two courses annually, during the summer recess, each of two weeks duration, and tailor made for specific target groups. These target groups are identified as follows:

- (a) Registry personnel and other government officials dealing with technology transfer issues and contracting of large identical work,
- (b) Managers and technical personnel from industrial enterprises,
- (c) Potential course leaders from developing countries.

## Objectives

The objectives of the two year training programme can then be formulated as follows:

The long term objective of the programme is to contribute towards achieving better terms and conditions in technology transfer agreements by developing countries.

The short term objective is (1) to provide individual participants with practical and theoretical knowledge enabling them to handle, efficiently and skillfully, commercial, financial and legal aspects of a variety of technology agreements; (2) to train potential course leaders from developing countries in developing similar training programmes on their respective regions.

## Programme

The programme may take the form as outlined below, which is based on years of UNIDO's experience in this field, verified by results of work done in the past. As the courses are for middle management (both for Government and industry), the programme is oriented towards practical aspects of international transfer of technology. It is desirable, however, that the participants have a basic university education (BA or MA or equivalent).

### Week 1

Introduction, review of the programme.

Technology transfer and the economy; forms of technology transfer

Technology transfer and the economics of the enterprise.

Overview of world flows of technology transfer

International licensing agreements; principal provisions

Joint-venture agreements; principal provisions

Turn-key agreements; principal provisions

Management and service agreements; principal provisions

Special features of specific industrial sectors

Government regulations in technology transfer.

## Week II

Evaluation of payments in technology agreements.

Restrictive business practices, an overview.

Role of Governments in technology flows.

Case study A (payment evaluation).

Simulated contract negotiations, case B.

Closing.

## Follow up

A second phase of the programme is foreseen, when the experience accumulated over the two years will be transferred to regional focal points in the various regions. In this respect a thorough evaluation, which may take place directly after the fourth course (which will be for potential course instructors from developing countries), will be essential. The original work plan where the initial phase will take place, will play a substantial role in developing regional focal points, carrying issue oriented courses and supporting the focal points with the assistance of UNIDO.

## Financing

The institution which is hosting the summer courses is expected to provide for an experienced course director, selected course teachers, facilities, support staff and if possible, a contribution towards the per diem of the participants (in local currency).

In order to guarantee the success and quality of the courses, it is expected that from the international financing sources, the staff will be complemented by international experts and the travel and per diem of the participants.

## Concluding remarks

The Eighth Meeting of Heads of Technology Transfer Registries is requested to critically review the above training programme vis-a-vis the training needs in countries in this subject, and recommend the future course of action. Based on its recommendations, appropriate host countries and potential funding sources will be approached.

