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13

6.5 Public CPD
Points each day
x 2 days



Training Level:
ADVANCED

Practice Area:
INTELLECTUAL PROPERTY

IPOS INTERNATIONAL

1 Paya Lebar Link,
#11-03, PLQ 1,
Paya Lebar Quarter,
Singapore 408533

PARTNER
ORGANISATION



LES SINGAPORE BASIC LICENSING COURSE 2025

Understand aspects of the licensing of intellectual property (IP) – particularly for trade marks, copyright, patents, and registered designs – at the **LES Singapore Basic Licensing Course 2025!**

Organised together with the Licensing Executives Society (Singapore), our programme will cover the various principles and procedures involved in licensing negotiations. Learn how to effectively apply them in practice, through a “hands-on” scenario.

- The **basic course** covers materials useful to experienced licensing professionals, including pointers for structuring a deal.

These courses have been developed by licensing and IP lawyers and industry members, based on the accumulation of a wealth of experience in licensing, franchising, and technology transfer.

**5 - 6 November 2025
(Wed & Thu)
9.00am – 5.30pm*
(Registration starts at 8.30am)**

Face-to-Face Workshop

Course Fees:

Basic
SGD \$ 738.55 (incl. GST)
for LES Members

SGD \$ 891.36 (incl. GST)
for non-members (incl. LES
Singapore 2025 membership)

(Fees are before funding)



PROGRAMME STRUCTURE AND SCHEDULE

Course Title	Course Date	Duration and Time
LES Basic Licensing Course <i>*Participants are encouraged to sign up for LES Intermediate Licensing Course which will be held on 7 Nov 2025, for higher learning and advancement.</i>	5 – 6 November 2025 (Wed & Thu)	9.00am – 5.30pm

Programme Schedule

Day	Time	Topic(s) / Activity	Speaker
Day 1 5 November 2025			
	9.00 am – 10.30 am	IP Strategy	Anna Toh
	10.30 am – 11.00 am	Break	
	11.00 am – 1.00 pm	IP Valuation	Daniel Low
	1.00 pm – 2.00 pm	Lunch	
	2.00 pm – 3.30 pm	Negotiation	Sharon Chiang
	3.30 pm – 4.00 pm	Break	
	4.00 pm – 5.30 pm	Research Collaboration Agreements	Raphael Lee
Day 2 6 November 2025			
	9.00 am – 10.30 am	Anatomy of a License Agreement	Olivia Koentjoro
	10.30 am – 11.00 am	Break	
	11.00 am – 12.30 pm	Licensing game	Tim Ang Sharon Chiang Heng Li Ling
	12.30 pm – 1.30 pm	Lunch	
	1.30 pm – 3.00 pm	Licensing game (cont.)	
	3.00 am – 3.30 pm	Break	
	3.30 pm – 4.00 pm	Licensing game (cont.)	Lionel Tan
	4.00 pm – 5.30 pm	Dispute Resolution	

Note: The above programme may be subject to change.



WHAT YOU WILL LEARN

At the end of the course, you will get a comprehensive perspective on the concepts and steps used in the licensing of Intellectual Property.

For the **Basic Course**, participants should be able to:

- Understand basic vocabulary, legal concepts and processes for intellectual property and its licensing
- Follow a technology transfer process
- Understand the basic principles of different valuation approaches with case studies scenarios
- Recognise the essential issues in licensing agreements
- Practise elements of successful negotiation through role playing scenario
- Know how to manage IP and license agreements after the deal is made



TUTOR PROFILES



MR TIM ANG

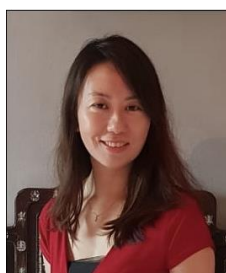
Deputy Manager

**Department for Technology, Innovation and Enterprise
Singapore Polytechnic**

Tim is a Deputy Manager at the Department for Technology, Innovation, and Enterprise at Singapore Polytechnic (SP). In his role, he oversees the protection and commercialization of SP's innovations and is actively involved in the valuation and negotiation of IP licensing agreements.

Prior to joining SP, Tim held positions such as Senior Executive at the Innovation Transfer Office, NUHS, where he adeptly managed and successfully commercialized intellectual property for the hospital's innovative projects. He also worked as an Associate at IPI Singapore, where he assisted clients with technology offers, conducted thorough prior art and technology landscape searches, and engaged in technology scouting.

Tim holds a Masters in IP and Innovation Management at Singapore University of Social Sciences (SUSS), a Bachelor of Science in Biological Science with a Minor in Entrepreneurship from Nanyang Technological University and is also a Certified Patent Valuation Analyst (CPVA).



MS SHARON CHIANG

Senior Assistant Director

Technology Business Development

Sharon is a Senior Assistant Director in the Technology Business Development Departments of A*STAR Skin Research Labs and Skin Research Institute of Singapore.

She has close to 30 years of experience in healthcare and personal care industry. Her expertise is mainly in healthcare, personal data protection and research compliance, IP management, research management, fund management, legislation planning and drafting.

She has worked in spin-off companies, healthcare clusters, private diagnostics company, research institutes, and government ministry. She has also been conducting IP related training in institution of higher learning and in government organizations.

Sharon is trained in molecular and cell biology, environmental engineering and law.



MS HENG LI LING
Senior Patent Attorney
Amica Law LLC

Heng Li Ling is a senior Singapore patent attorney with extensive experience in patent drafting, prosecution, management of IP portfolios from her work in-house and in private practice. In private practice, she has worked with inventors from diverse industries to protect their inventions. She honed her patent agency skills further by developing IP strategies for products and technologies in the chemical, mechanical and software arts relevant to the business while managing freedom to operate risks when she was a senior patent counsel with Procter & Gamble in Singapore. When she was the Assistant Director of Technology Transfer Office with Singapore Institute of Technology (SIT), she identified the types of intangible assets and ways to protect the intangible assets and managed the IP portfolio and drafted patents for key assets.

Li Ling also structured and negotiated contracts, such as research collaboration agreements and IP licensing agreements to enable commercialization of intellectual property arising from research projects in SIT.



DR. OLIVIA KOENTJORO, PH.D.
Senior Director IP and Head of Global Legal Data Analytics
Applied Materials

Olivia Koentjoro is Senior Director IP and Head of Global Legal Data Analytics at Applied Materials. She works to transform the business of law through data science, artificial intelligence and advanced analytics. Collaborates across Applied business' globally to support data-driven integrated business strategies and decision via advanced intellectual property analytics, patent framework design and strategies related to IP protection, IP transactions and IP enforcement.

Olivia Koentjoro has over 15 years of experience in the IP industry starting her career as a Patent Examiner at both the Canadian Intellectual Property Office and the Intellectual Property Office of Singapore responsible for assessing patentability of patent applications, then moving on to quality management and training leadership positions.

With a Doctorate in Chemistry and a passion for promoting STEM, empowering women and creating inclusive and equitable workplaces, she is the Executive Sponsor for the Southeast Asia Women's Professional Development Network at Applied Materials, serves on the Licensing Executives Society (LES) International Chemicals, Environment, Energy, and Materials Committee and is Honorable Secretary for LES Singapore Chapter.



MR RAPHAEL LEE
Deputy General Counsel
Agency for Science, Technology and Research (A*STAR)

Raphael is an experienced lawyer with three decades of experience in intellectual property, commercial, employment and regulatory compliance. At A*STAR, he advises on, negotiates, and drafts agreements related to research partnerships, technology transfer, and licensing, while also contributing to corporate policy reviews, legal process improvements, and legal education initiatives for staff. He is an acknowledged expert in export control law, and was also instrumental in shaping Singapore's national intellectual property (IP) policy via the National IP Protocol. Raphael regularly provides legal updates and strategic guidance to A*STAR and Singapore's IP ecosystem on developments in the law.

He is admitted to both the Singapore and English Bar and holds a law degree from the University of Kent at Canterbury. Prior to joining the A*STAR, he practiced IP law and litigation at a leading Singapore law firm for 10 years.



MR DANIEL LOW
Director, Valuation
RSM Singapore

Daniel joined the valuation division of the Firm in 2009 and is involved in various valuation and transaction support projects.

He has significant experience in valuation and transaction support engagements. Daniel's experience includes valuations for mergers & acquisitions, enterprise valuation for listed and non-listed clients, purchase price allocations, impairment assessments, intangible assets and intellectual property, as well as for corporate and matrimonial disputes.

Daniel has served clients across diverse industries including construction, healthcare, F&B, manufacturing, agriculture and property.

Daniel has also taught the Valuation module for the Singapore Management University's Bachelor of Accountancy course, and was an Adjunct Lecturer at the Singapore University of Social Sciences where he taught business valuation subjects for the degree programme.



MS ANNA TOH
Director
Amica Law LLC

Anna is a Director at Amica Law LLC, a boutique IP and technology law firm, and practises as an Advocate & Solicitor of the Singapore bar. She also has a technical background in the Life Sciences.

Anna guides clients in managing their global trade mark portfolios. This includes crafting robust protection strategies, prosecuting applications, and handling opposition and cancellation actions. Beyond securing IP rights, she helps clients commercialise their creations, structuring licensing and collaboration deals, drafting comprehensive agreements, and advising on legal positions to maximise the value of their IP.

Anna also serves as the Asia-Pacific vice-chairperson for LESI's Young Members' Congress.



MR LIONEL TAN
Partner
Rajah & Tann Singapore

Lionel started out his career in law as a Deputy Public Prosecutor and concurrently held the appointment of Assistant Director of the Computer Information & Systems Department of the Attorney-General's Chambers. Since joining private practice he has been involved in various high profile commercial and criminal litigation cases and has advised clients on a wide spectrum of commercial and criminal matters.

He has a keen interest in the field of Information Technology Law, with special emphasis on the developing area of litigation practice in the Information Technology arena. He has been involved in cases dealing with Internet defamation, Internet fraud, on-line security breaches, trade secrets and misappropriation of confidential information, telecommunication regulatory issues and software implementation and website development disputes. He advises and represents clients on intellectual property matters relating to trade mark and copyright infringements. He also advises and represents clients on IP matters relating to brand protection, licensing and franchising issues. He also advises clients on compliance measures in relation to the Personal Data Protection Act (PDPA) and is a member of the National Council of Social Services' Workgroup for the PDPA. He regularly advises clients on responding to investigations carried out by the Personal Data Protection Commission and his background in litigation provides unique insights on the best strategies to be adopted. He advises clients on the area of persistent threats of cyber-security breaches and how best to take legal measures to mitigate against such risks and manage liabilities.

Lionel graduated from the University of Hull, United Kingdom in 1992 with a Second Upper degree in Law. He was awarded the Sweet & Maxwell Law Prize for that year. He pursued a postgraduate degree at the University of Oxford and was conferred a Bachelor of Civil Law. He has also completed the Certified IT Project Manager Assessment course conducted by the Institute of System Science.



NTUC UTAP SUPPORT

NTUC members enjoy 50% unfunded course fee support for up to \$250 each year (or up to \$500 for NTUC members aged 40 years old and above) when you sign up for courses supported under UTAP (Union Training Assistance Programme). Please visit e2i's [website](#) to find out more.

Members Eligibility for UTAP Application

Please note that members are required to fulfil the following conditions to be eligible for UTAP reimbursement:

1. Paid-up NTUC membership before course commenced, throughout whole course duration and at the point of claim
2. Course by training provider must be supported under UTAP, and training must commence within the supported period
3. Course must not be fully funded through company sponsorship or other types of funding
4. You must achieve a minimum of 75% attendance for each application and sat for all prescribed examination(s), if any
5. UTAP application must be submitted within 6 months after course completion

For more information on UTAP application, please call the NTUC Membership hotline at 6213 8008 or visit <http://skillsupgrade.ntuc.org.sg/>.



SILE ACCREDITATION

This programme is accredited by the Singapore Institute of Legal Education (SILE).

Attendance Policy

Participants who wish to obtain CPD Points must comply strictly with the Attendance Policy set out in the CPD Guidelines. For this activity, participants are reminded to sign in on arrival and sign out at the conclusion of each day of the event in the manner required by the organiser. Participants must not be absent from each day of the event for more than 15 minutes. Participants who do not comply with the Attendance Policy on any particular day of the event will not be able to obtain CPD Points for that day. Please refer to <http://www.sileCPDcentre.sg> for more information.



SKILLSFUTURE CREDIT

All Singaporeans aged 25 years and above may use their SkillsFuture Credits to pay for or offset the course fees.

If you are claiming your SkillsFuture Credits for this course, please inform us via email. Click [here](#) to log in with your SingPass to make your SkillsFuture Credits claim.



CONTACT PERSONNEL

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COURSE FEES

\$ 738.55 (incl. GST) for LES Singapore members

\$ 891.36 (incl. GST) for non-members (incl. LES Singapore 2025 membership)

**Fees are before funding*

Notes on LES Memberships:

- 1) *Memberships are individual memberships and are not transferable. Therefore discounts only apply to the individual who is a member.*
- 2) *LES do not provide corporate memberships.*



TERMS AND CONDITIONS

Full payment of course fees must be made to IPOS International upon course registration (with credit terms as stated in the invoice, if applicable). IPOS International reserves the right to deny admission to participants who have not made payment before course commencement, if applicable. Any request for withdrawal or refund is subject to approval by IPOS International's management. Request for substitution has to be made in writing via email at least 3 working days before the start of course date and is subject to acceptance by IPOS International. IPOS International reserves the right to cancel or postpone any programme due to unforeseen circumstances. A full refund will be given to registrants if the course is cancelled by IPOS International. IPOS International reserves the right to make any changes to the programme.