

SPEAKING ENGAGEMENTS

**IP Contract Negotiation In Today's Market -
Strategies And Success Stories**

DATE

January 30, 2014

Felicia Boyd of the Minneapolis office participated in a panel at the Advanced IP Issues in Contracts Minnesota CLE event on Jan. 30. The panel's focus was "IP Contract Negotiation in Today's Market - Strategies and Success Stories." Felicia and the panel discussed strategies for working with counterparties in complex IP transactions, in order to achieve superior results for their clients. They also discussed bad behaviors and tactics employed by some counterparties and how to maneuver around them successfully.

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