Strategic Intellectual Property and Brand Protection Training Course



01 - 05 Nov 2026

Amman

3800 € (Per Person)

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Course Introduction / Overview:

In today's hyper-competitive global market, intellectual property has evolved from a legal necessity into a primary driver of corporate value and competitive advantage. This course provides a comprehensive framework for understanding and leveraging IP assets to build and protect a powerful brand. Moving beyond theoretical legal principles, this program focuses on the strategic integration of intellectual property management into core business operations. As highlighted by the renowned academic David J. Teece in works like "Dynamic Capabilities and Strategic Management," a firm's ability to innovate and protect its intangible assets is crucial for sustained success. This training course, offered by BIG BEN Training Center, is meticulously designed to equip professionals with the skills to not only defend their intellectual property rights but to actively use them for growth, market positioning, and revenue generation. Participants will explore the full lifecycle of IP, from creation and registration to commercialization and enforcement, learning to navigate the complexities of trademark law, patent strategy, copyright protection, and trade secret management in a practical, business-oriented context. This is an essential program for any organization seeking to safeguard its innovations and fortify its brand equity in the modern economy.

Target Audience / This training course is suitable for:

- Legal Counsel and In-house Lawyers.
- Brand Managers and Marketing Directors.
- Intellectual Property Managers and Paralegals.
- Research and Development (R&D) Managers and Scientists.
- Entrepreneurs and Business Owners.
- Product Development Managers.
- Business Development and Licensing Executives.
- Compliance Officers and Risk Managers.
- Senior Management and Corporate Strategists.

Target Sectors and Industries:

- Technology and Software Development.
- Pharmaceuticals and Biotechnology.
- Consumer Goods and Retail.
- Media, Entertainment, and Publishing.
- Manufacturing and Engineering.
- Telecommunications.
- Fashion and Luxury Goods.
- Food and Beverage.
- Governmental bodies and regulatory agencies responsible for commerce and innovation.

Target Organizations Departments:

- Legal Department.
- Marketing and Branding.
- Research and Development (R&D).
- Business Development.
- Corporate Strategy and Planning.
- Product Management.
- Compliance and Risk Management.
- Sales and Commercialization Teams.

Course Offerings:

By the end of this course, the participants will have able to:

- Develop a comprehensive IP management strategy aligned with corporate objectives.
- Identify and classify various types of intellectual property within their organization.
- Navigate the processes for registering trademarks, patents, and copyrights.
- Implement robust programs for protecting valuable trade secrets.
- Conduct an intellectual property audit to identify and evaluate key assets.
- Formulate effective brand protection solutions against infringement and counterfeiting.
- Analyze IP valuation methods for commercial transactions and financial reporting.
- Structure and negotiate IP licensing and technology transfer agreements.
- Manage an international IP portfolio across different legal jurisdictions.
- Create enforcement strategies for combating online brand abuse and digital piracy.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring that participants can immediately apply their learning in a professional context. This course moves beyond traditional lectures by incorporating a dynamic blend of expert-led presentations, real-world case study analysis, and collaborative group workshops. Participants will dissect landmark IP disputes and brand protection campaigns to understand strategic successes and failures. Interactive sessions will encourage debate and discussion on complex topics like IP valuation and digital enforcement. A significant portion of the course is dedicated to hands-on exercises, such as drafting a basic brand protection plan, simulating an IP due diligence process, and role-playing licensing negotiations. This experiential learning approach is reinforced by continuous feedback from the instructor and peers, creating a supportive environment for mastering complex skills. The focus is on translating theoretical knowledge into actionable strategies and practical tools for effective intellectual property management and brand protection.

Course Agenda (Course Units):

Unit One: Foundations of Intellectual Property and Brand Value

- The Strategic Importance of Intellectual Property in Business.
- An Overview of the Main Types of IP: Patents, Trademarks, Copyrights, and Trade Secrets.
- Understanding the Link Between IP and Brand Equity.
- The Legal Framework for IP Protection.
- Introduction to International IP Treaties and Organizations (WIPO, WTO).
- The Role of IP in Fostering Innovation and Economic Growth.
- Distinguishing Between IP Protection and IP Management.
- Initial Steps in Creating an IP-Aware Culture within an Organization.

Unit Two: Mastering Trademarks and Strategic Brand Identity Protection

- Selecting and Clearing a Strong Trademark.
- The Trademark Registration Process Nationally and Internationally.
- Understanding Trade Dress and Non-Traditional Trademarks.
- Strategies for Preventing Brand Dilution and Genericide.
- Managing a Global Trademark Portfolio Effectively.
- Conducting Trademark Searches and Monitoring for Infringement.
- The Role of Trademarks in Franchising and Merchandising.
- Enforcing Trademark Rights Against Infringers.

Unit Three: Securing Innovations, Creative Works, and Confidential Information

- Fundamentals of Patent Law and Patentability Requirements.
- Developing a Proactive Patent Strategy for a Competitive Edge.
- Navigating the Patent Application and Examination Process.
- Copyright Protection for Software, Digital Content, and Creative Works.
- Understanding Fair Use and its Implications for Business.
- Implementing a Robust Trade Secret Protection Program.
- Using Non-Disclosure Agreements (NDAs) and Employee Contracts to Safeguard IP.
- The Interplay Between Different Forms of IP for Comprehensive Protection.

Unit Four: Strategic IP Portfolio Management and Commercialization

- Conducting a Comprehensive Intellectual Property Audit.
- Methods for IP Valuation: Cost, Market, and Income Approaches.
- Developing IP Monetization Strategies.
- Structuring IP Licensing, Cross-Licensing, and Technology Transfer Agreements.
- The Role of IP in Mergers, Acquisitions, and Joint Ventures.
- IP Due Diligence Best Practices.
- Managing IP Renewal Fees and Maintenance.
- Using IP as Collateral for Financing.

Unit Five: Advanced Brand Protection and Enforcement in the Digital Age

- Developing an Online Brand Protection Strategy.
- Combating Cybersquatting and Domain Name Disputes (UDRP).
- Strategies for Fighting Counterfeiting and Gray Market Goods.
- Monitoring Social Media and E-commerce Platforms for Infringement.
- Digital Rights Management (DRM) and Anti-Piracy Technologies.
- Fundamentals of IP Litigation and Dispute Resolution.
- Alternative Dispute Resolution: Mediation and Arbitration for IP Conflicts.
- Building a Cohesive Global Enforcement and Anti-Counterfeiting Program.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of open innovation and collaborative platforms, how can a company strike the right balance between protecting its trade secrets and fostering the creative exchange necessary for growth?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by adopting a strategic business perspective rather than a purely legalistic one. While many programs focus on the mechanics of filing applications, this training emphasizes how to integrate intellectual property into the very fabric of corporate strategy to drive competitive advantage and revenue. It directly addresses the most pressing modern challenges, dedicating significant time to digital brand protection, anti-counterfeiting strategies, and combating online infringement, areas often overlooked in traditional IP courses. Furthermore, the curriculum is built around a practical, action-oriented framework, moving beyond theory to focus on IP audits, valuation, and monetization. Participants learn not just how to protect assets, but how to commercialize them through sophisticated licensing and technology transfer agreements. The methodology, rich with case studies of contemporary business scenarios and hands-on workshops, ensures that learning is applied and relevant. This holistic approach transforms intellectual property from a defensive tool managed by lawyers into a proactive asset managed by strategic business leaders, providing a tangible return on investment for the organization.