Advanced Technology and Software Licensing Agreements Training Course



02 - 06 Nov 2026

Cape town

4600 € (Per Person)

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Course Introduction / Overview:

Navigating the complex landscape of technology and software licensing is a critical skill in today's digital economy. These agreements are the bedrock of innovation, governing how intellectual property is used, shared, and monetized. A poorly drafted or negotiated agreement can lead to significant financial loss, legal disputes, and operational disruption. This comprehensive course is designed to equip participants with the essential knowledge and practical skills to master the entire lifecycle of technology and software licensing agreements, from initial drafting to strategic negotiation and ongoing management. Drawing on principles outlined by leading experts like Raymond Nimmer in works such as "The Law of Computer Technology," this program delves into the nuances of intellectual property rights, risk mitigation, and commercial strategy. BIG BEN Training Center provides a dynamic learning environment where participants will move beyond theory to gain hands-on experience in structuring agreements that protect assets, foster partnerships, and drive business success in the fast-paced technology sector. This training ensures you can confidently handle everything from standard EULAs to complex SaaS and data licensing contracts.

Target Audience / This training course is suitable for:

- In-House Legal Counsel.
- Contract Managers and Administrators.
- Procurement and Sourcing Professionals.
- IT Managers and Directors.
- Technology Transfer Officers.
- Business Development Managers.
- Software Developers and Engineers with commercial responsibilities.
- Entrepreneurs and Startup Founders.
- Compliance Officers.
- Paralegals supporting technology transactions.

Target Sectors and Industries:

- Information Technology and Software Development.
- Telecommunications and Media.
- Financial Services and FinTech.
- Healthcare and HealthTech.
- E-commerce and Retail.
- Aerospace and Defense.
- Manufacturing and Engineering.
- Pharmaceuticals and Biotechnology.
- Government and Public Sector Agencies.
- Education and EdTech.

Target Organizations Departments:

- Legal Department.
- Procurement and Purchasing Department.
- Information Technology (IT) Department.
- Research and Development (R&D).
- Business Development and Sales.
- Compliance and Risk Management.
- Finance and Auditing.
- Strategic Partnerships and Alliances.

Course Offerings:

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

- Identify and differentiate key intellectual property rights relevant to technology licensing.
- Draft clear, concise, and legally sound software and technology license agreements.
- Analyze and interpret complex clauses related to liability, indemnity, and warranties.
- Develop effective negotiation strategies to achieve favorable commercial and legal terms.
- Evaluate the risks and benefits associated with different licensing models, including SaaS and open-source.
- Manage license compliance and conduct effective software audits.
- Structure agreements for emerging technologies like AI, IoT, and data analytics.
- Resolve disputes and manage contract termination scenarios effectively.
- Understand the intricacies of cross-border technology licensing and data privacy regulations.

Course Methodology:

This training course employs a highly interactive and practical methodology to ensure deep learning and skill acquisition. At BIG BEN Training Center, we believe in learning by doing. The program is built around a blend of expert-led instruction, real-world case study analysis, and hands-on drafting exercises. Participants will engage in simulated negotiation sessions, allowing them to practice their skills in a controlled, constructive environment and receive immediate feedback. Group discussions and collaborative problem-solving workshops will encourage the sharing of diverse perspectives and experiences. The training will dissect actual licensing agreements, both good and bad, to highlight common pitfalls and best practices. We will explore the commercial drivers behind legal clauses, providing a holistic understanding of why agreements are structured the way they are. The methodology is designed to be engaging and results-oriented, moving beyond theoretical lectures to provide tangible tools and techniques that participants can apply directly to their professional roles upon completion of the course.

Course Agenda (Course Units):

Unit One: Foundations of Technology and IP Licensing

- Introduction to Intellectual Property Rights (Copyrights, Patents, Trademarks, Trade Secrets).
- The Legal Framework for Software and Technology Licensing.
- Types of Licensing Models (Perpetual, Subscription, OEM, Open-Source).
- Key Parties in a Licensing Agreement and Their Objectives.
- Understanding the Difference Between a License, an Assignment, and a Sale.
- The Role of a License Agreement in a Broader Commercial Transaction.
- Initial Due Diligence and Pre-Contractual Considerations.

Unit Two: Drafting Core Provisions of the License Agreement

- The Grant Clause: Defining the Scope of the License.
- Restrictions and Limitations on Use.
- Structuring Payment, Royalty, and Audit Clauses.
- Representations, Warranties, and Disclaimers.
- Service Level Agreements (SLAs) and Support Obligations.
- Acceptance Testing and Implementation Terms.
- Confidentiality and Non-Disclosure Provisions.

Unit Three: Advanced Clauses and Risk Mitigation Strategies

- Limitation of Liability: Caps, Exclusions, and Super-Caps.
- Indemnification: IP Infringement and General Indemnities.
- Data Protection and Privacy in Licensing (GDPR, CCPA).
- Source Code Escrow: Triggers and Procedures.
- Change of Control and Assignment Clauses.
- Insurance Requirements in Technology Contracts.
- Ensuring Future-Proofing and Scalability in Agreements.

Unit Four: The Art and Science of Negotiation

- Preparing for a Successful Negotiation.
- Identifying Leverage and Understanding the Other Party's Position.
- Key Negotiation Tactics for Licensing Agreements.
- Common Negotiation Pitfalls and How to Avoid Them.
- Interactive Role-Playing: Negotiating a Software License Agreement.
- Strategies for Renegotiating Existing Agreements.
- Documenting the Deal: From Term Sheet to Final Agreement.

Unit Five: Specialized Licensing and Current Trends

- Software-as-a-Service (SaaS) and Cloud Computing Agreements.
- Licensing for Mobile Applications and APIs.
- Open-Source Software (OSS) Compliance and Strategy.
- Data Licensing, AI, and Machine Learning Considerations.
- Dispute Resolution: Mediation, Arbitration, and Litigation.
- Managing Contract Expiration, Termination, and Transition.
- Future Trends in Technology Licensing.

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:

As AI-generated code becomes more prevalent, how might traditional software licensing models need to evolve to address issues of ownership, liability, and usage rights?

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

This course distinguishes itself by focusing intensely on the practical application of legal and commercial principles in real-world scenarios. While many programs provide a theoretical overview of contract law, this training immerses participants in the hands-on tasks of drafting, analyzing, and negotiating complex technology agreements. We move beyond the "what" to explore the "why" behind each clause, examining the business drivers and risk calculations that shape contract language. The curriculum is uniquely structured to address both current and emerging challenges, including the intricacies of SaaS agreements, data licensing for AI, and open-source compliance strategies. A key differentiator is our emphasis on simulated negotiations and interactive case studies, which provide a safe yet realistic environment to hone critical skills and build confidence. The course content is not static; it is continuously updated to reflect the latest industry trends, court rulings, and technological advancements, ensuring participants receive the most relevant and forward-looking training available. It provides a holistic, 360-degree view that integrates legal, technical, and commercial perspectives.