

Research Contract Review and Negotiation Intensive

This program provides participants with a comprehensive understanding of the complexities involved in contract negotiation and management within the research environment. It explores a range of key contract types, including research agreements, service contracts, clinical trials, subcontracts, non-disclosure agreements (NDAs), and material/data transfer agreements (MTAs/DTAs). As a speaker, you will have the opportunity to share your expertise on these diverse agreements, helping participants grasp the critical terms and conditions that define them.

Throughout the program, you will guide participants in understanding the essential components of research contracts, with a focus on risk mitigation and negotiation strategies. This includes techniques for addressing key terms such as indemnification, publication rights, intellectual property (IP), confidentiality, and other complex provisions. Your insights will help participants navigate the intricacies of contract negotiation, equipping them with the tools to protect their institutions' interests while fostering successful collaborations.

The content is based on real-world experiences and best practices drawn from your expertise in negotiating, drafting, and managing contracts related to research. By sharing practical strategies, case studies, and lessons learned, you will help participants develop the skills necessary to handle the legal and operational complexities of these agreements. Your involvement will ensure that participants leave with a strong understanding of how to manage research contracts effectively, mitigate risks, and negotiate favorable terms in their own roles. We look forward to your valuable contribution to this essential training program.

Minimum Instructor Criteria

- Minimum 8 years of professional experience in contract development, negotiation, and management, particularly in the context of research. This includes experience with various contract types such as research agreements, clinical trials, service contracts, subcontracts, and material/data transfer agreements (MTAs/DTAs)
- 5 years of experience in a supervisory or leadership role, ideally in a research or contract management setting. This experience should include overseeing teams, guiding junior staff, and making high-level decisions in contract negotiation and risk management.
- Previous speaking experience required, with a preference in virtual and/or workshop courses.
- Ability to provide real-world examples and practical insights.
- Letter of support from the nominee's supervisor.



- Willingness to collaborate and cooperate with other instructors (there are typically four speakers for this cohort).