



Business Development (Track I), Early Career

less than 3 years of experience as a licensing professional (IP, licensing, and/or valuation)

This track starts on Friday with an overview of intellectual property and the licensing process. We will continue Saturday with modules on valuation and negotiations, both taught at an early career level. We will wrap up on Sunday with a session on how to successfully manage IP and live with the deal. There will also be a panel discussion on career advancement.

This course should strengthen your understanding of the business development process (regardless of your industry) and help you expand your network through the LES community.

Please find below a scheduled program with faculty:

Detailed profiles are available by selecting each faculty member's name

TIME	SESSION	SPEAKERS
FRIDAY 10/17		
1:00PM-5:00PM	IP & Licensing	<u>Gillian Fenton</u> , <u>Karthika Perumal</u> , <u>Lalit Gaur</u>
SATURDAY 10/18		
8:00 AM – 12:00 PM	Valuation I	<u>Jennifer Vanderhart</u> , <u>Michele Riley</u>
1:00PM-5:00PM	Negotiation I	<u>D.C. Toedt</u> , <u>Mihaela Bojin</u> , <u>Paul Stewart</u> , <u>Jonathon Hance</u>
5:00PM-6:00PM	Wellness Panel, Career Advancement	<u>Arpi Siyahian</u>
SUNDAY 10/19		
8:00AM-12:00PM	Closing & Compliance	<u>Gillian Fenton</u> , <u>Sam Mercer</u> , <u>Jayde Wood</u> , <u>Paul Stewart</u>

To register please visit [LES Academy – LES USA-Canada 2025 Annual Meeting BOSTON](#)

