



## CLP Reference List by Domain

Updated: 8/2023

The reference list, although not comprehensive, is provided to help in preparing for the examination. Listing of such resources does not constitute an endorsement by CLP. CLP shall not be responsible for any errors or misstatements contained in any such reference. The listing of such references does not constitute a guarantee by CLP that all the information provided by such references is accurate, complete and up-to-date, or that the correct answer to any given question in any given CLP examination may be found within one of the listed resources. Any perceived inconsistency between what is contained in any one or more of the resources provided and the “correct” answer to a question which may appear in a CLP examination shall not, under any circumstances, constitute grounds for appeal of the outcome of any given examination.

*Supplementary references are added as additional materials candidates may find helpful in preparing for the CLP exam.*

### Domain 1: Opportunity Assessment, Development, and Valuation

Harrison, S. S., Sullivan, P. H., & Davis, J. L. (2012). *Edison in the boardroom revisited: how leading companies realize value from their intellectual property* (2nd ed.). Hoboken, NJ: Wiley.

Krattinger, A., Mahoney, R. T., Nelsen, L., Thomson, J. A., Bennett, A. B., Satyanarayana, K., ... Kowalski, S. P. (Eds.). (2007). *Intellectual property management in health and agricultural innovation: a handbook of best practices* (2nd ed., Vol. 1 and 2). Oxford, U.K.: MIHR; Davis, CA: PIPRA; Rio de Janeiro, RJ: Oswaldo Cruz Foundation; Ithaca, NY: Developments-International Institute. (*Specifically parts of chapters 5, 9 & 12-14*)

Razgaitis, R. (2009). *Valuation and dealmaking of technology-based intellectual property: principles, methods & tools* (2nd ed.). Hoboken, NJ: J. Wiley.

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### Supplementary References

Heim, I. (2023). *Intellectual Property Management*. Springer International Publishing.

### Domain 2: Intellectual Property Protection

Copyrights. 17 U. S. C. (1947).

Patents. 35 U. S. C. (1952).

AUTM (Ed.). (n.d.). *AUTM technology transfer practice manual*. (3rd ed.) (Vol. One Laws and Regulations). Norwalk, CT: AUTM. Retrieved from <https://autm.net/surveys-and-tools/tech-transfer-practices-manual>

European Patent Office (Ed.). (2014). *Intellectual property teaching kit: IP basics* (Vol. IP Advanced I). Retrieved from <https://www.epo.org/learning/materials/kit.html>

European Patent Office (Ed.). (2018). Intellectual property teaching kit: IP basics (Vol. IP Advanced II). Retrieved from <https://www.epo.org/learning/materials/kit.html>

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### *Supplementary References*

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Australian Government, IP Australia: <https://www.ipaustralia.gov.au/tools-and-research>

Manual of Patent Examining Procedure (MPEP): <https://www.uspto.gov/web/offices/pac/mpep/index.html>

US Code 21, Section 355: [https://uscode.house.gov/view.xhtml?req=\(title:21%20section:355-1%20edition:prelim](https://uscode.house.gov/view.xhtml?req=(title:21%20section:355-1%20edition:prelim)

Jolly, A. (2021). *Winning with IP: Managing high-growth intellectual property*. Coventry, England: Novaro Publishing Ltd.

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## **Domain 3: Agreement Development and Drafting**

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O'Reilly, D. P., & Kacedon, D. B. (2015). *Drafting patent license agreements*. (8th ed.). Arlington, VA: Bloomberg BNA Books.

Razgaitis, R. (2009). *Valuation and dealmaking of technology-based intellectual property: principles, methods & tools* (2nd ed.). Hoboken, NJ: J. Wiley.

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### *Supplementary References*

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Sample License Agreement:

<https://www.sec.gov/Archives/edgar/data/1401667/000119312511343919/d271369dex101.htm>

WIPO Exchanging Value – Negotiating Technology Licensing Agreements: A Training Manual:

<https://www.wipo.int/publications/en/details.jsp?id=291>

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## **Domain 4: Negotiation**

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Fisher, R., Ury, W., & Patton, B. (2011). *Getting to yes: negotiating an agreement without giving in*. (revised). London: Random House.

Malhotra, D. (2016). *Negotiating the impossible: how to break deadlocks and resolve ugly conflicts (without money or muscle)*. Oakland, CA: Berrett-Koehler Publishers.

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### *Supplementary References*

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Harvard Law School Program on Negotiation various publications on negotiation:

<https://www.pon.harvard.edu/publications/>

Raz, T., & Voss, D. (2016). *Never Split the Difference: Negotiating as if Your Life Depended on It*. New York, NY: Harper Business.

WIPO Exchanging Value – Negotiating Technology Licensing Agreements: A Training Manual:

<https://www.wipo.int/publications/en/details.jsp?id=291>

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## **Domain 5: Agreement Management**

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Krattinger, A., Mahoney, R. T., Nelsen, L., Thomson, J. A., Bennett, A. B., Satyanarayana, K., ... Kowalski, S. P. (Eds.). (2007). *Intellectual property management in health and agricultural innovation: a handbook of best practices* (2nd ed., Vol. 1 and 2). Oxford, U.K.: MIHR; Davis, CA: PIPRA; Rio de Janeiro, RJ: Oswaldo Cruz Foundation; Ithaca, NY: bioDevelopments-International Institute. (Specifically chapter 15)

AUTM (Ed.). (n.d.). *AUTM technology transfer practice manual*. (3rd ed.) (Vol. Two, Data and Records Management and Records Retention). Norwalk, CT: AUTM. Retrieved from <https://autm.net/surveys-and-tools/tech-transfer-practices-manual>

International Association for Contract and Commercial Management (IACCM). (2013). *Fundamentals of contract and commercial management*. Zaltbommel: Van Haren Publishing.

## CLP Reference List Summary Table

Publication	Domains Referenced				
	1	2	3	4	5
<i>Edison in the Boardroom Revisited: How Leading Companies Realize Value from Their Intellectual Property</i>	X				
<i>Intellectual Property Management in Health and Agricultural Innovation: A Handbook of Best Practices</i>	X				X
<i>Valuation and Dealmaking of Technology-Based Intellectual Property: Principles, Methods &amp; Tools</i>	X		X		
US Title 17		X			
US Title 35		X			
<i>AUTM Technology Transfer Practice Manual</i>		X			X
<i>Intellectual Property Teaching Kit: IP Basics</i>		X			
<i>Drafting Patent License Agreements</i>			X		
<i>Getting To Yes: Negotiating an Agreement without Giving in</i>				X	
<i>Negotiating the Impossible: How to Break Deadlocks and Resolve Ugly Conflicts (without Money or Muscle)</i>				X	
<i>Fundamentals of Contract and Commercial Management</i>					X