

IPVC Curriculum (3 Blocks – 60 hours)

Block 1

Chapter	Module
1.1 Why Value IP	1.1.1 Reasons for valuing IP
	1.1.2 Role & value of IP in innovation and business
1.2 Understanding the key features of different forms of Intellectual Property	1.2.1 General introduction
	1.2.2 Patent, Utility model
	1.2.3 Trademark, design
	1.2.4 Software and data
	1.2.5 Know-how and trade secret
	1.2.6 Other copyright works & Informational and Knowledge Assets
	<i>1.2.7 Individual / group exercise(s)</i>
1.3 Financial concepts and theories required for valuation	1.3.1 Finance Crash Course
	1.3.2 Value vs price
	1.3.3 Time value of money
	1.3.4 Discount rate
	1.3.5 NPV & IRR
	1.3.6 Tax (incl depreciation) & TAB
	1.3.7 Individual / group exercise(s)

Block 2

Chapter	Module
2.1 Deterministic valuation approaches	2.1.1 Cost
	2.1.2 Market
	2.1.3 Income
	<i>2.1.4 Individual / group exercise(s)</i>
2.2 Probabilistic valuation approaches	2.2.1 Introduction to uncertainty
	2.2.2 Risk-adjusted NPV - Adjusting discount rate Deep-Dive into the relationship between risk, probabilities and discount rates
	2.2.3 Sensitivity analysis
	2.3.4 Scenario analysis
	2.2.5 Monte Carlo simulation
	2.2.6 Real Option approach
	<i>2.2.7 Individual / group exercise(s) - wrap-up of all 3 days</i>
2.3 Context and Purpose of Valuation	2.3. Overview of the valuation process & the content of the valuation report

Block 3

Chapter	Module
3.1 Establish overall context and purpose of valuation	3.1.1 Defining the engagement
	3.1.2 Applications & purposes
	<i>3.1.3 Update Case Study</i>
3.2 Collect information, do analysis and due diligence, make decisions	3.2.1 Input data and assumptions for valuation
	3.2.2 Contribution of qualitative assessment to the valuation model
	<i>3.2.3 Update Case Study</i>
3.3 Perform valuation	3.3.1 Qualitative analysis of IP
	3.3.2 Industry analysis
	3.3.3 Market analysis
	3.3.4 Role of IP in the business model
	<i>3.3.5 Update Case Study</i>
3.4 Risk analysis, sensitivity analysis, further due diligence	3.4.1 Overview
	<i>3.4.2 Update Case Study</i>
3.5 Conclusion of value 3.6 Valuation Report	3.5.1 Overview
	3.5.2 Conclusion of Case Study