



# How to become Arab Certified Intellectual Property Licensing Practitioner (ACIPLP)



**Licensing Executives Society - Arab Countries**  
Advancing the Business of Intellectual Property Globally

[www.lesarab.org](http://www.lesarab.org)



## Who We Are!!

### Licensing Executives Society - Arab Countries (LES-AC)

The Licensing Executives Society–Arab Countries (LES-AC) is the first non-profit Arab regional society specialized in licensing and technology transfer. LES-AC aims at educating the business community on the economic importance of Licensing, the protection of Intellectual Property Rights (IPRs), and research and development (R&D) investment. LES-AC is the regional representative of the Licensing Executives Society International (LESI) which comprises 32 national and regional societies worldwide. For more information, please visit [www.lesarab.org](http://www.lesarab.org).

LES-AC is composed of a board of directors and a general assembly. Standing committees are composed of volunteers and are driven by specialists experienced in licensing and in other fields of the Society's expertise.

## Our Mission

We are committed to providing the Arab world with professional executives in the fields of licensing and technology transfer as well as promoting economic growth by encouraging, facilitating and enforcing Intellectual Property licensing and research and development (R&D) investment.

## Importance of LES-AC

The role of LES-Arab Countries is evident at two levels. Its role on the individual scale is embodied in education, providing technical assistance and encouraging research. As for the public level, LES-Arab Countries assists governments in setting strategic plans for technological development and lobbying before international bodies.

## Society Members:

LES-AC represents the countries of the Arab League. Membership is open to all individuals who are specialized or interested in licensing, technology transfer and research and development (R&D) in the Arab world. For membership registration, Please send an email to [les@lesarab.org](mailto:les@lesarab.org).

## LES International:

The Licensing Executives Society International (LESI) is an association of 32 international and regional Member Societies comprised of men and women who have an interest in the transfer of technology, or licensing of intellectual property rights - from technical know how and patented inventions to software, copyright and trademarks. It is strictly non-political and is free to grow by the creation of member societies throughout the world irrespective of politics or the state of technology development. LES International has a constitution and by-laws.

First and foremost, LESI consists of the members of its national and regional Member Societies. The Member Societies, in turn, are the “shareholders” of LESI. LESI is governed by a Board of Directors who exercise its executive functions. The Board of Directors is elected by the International Board of Delegates who are themselves appointed by the Member Societies. Finally, LESI has various Management Committees as well as Industry, Professional and regional Committees.



## Trainers:

All the trainers in these programs are certified by the Licensing Executives Society- International (LESI).

**Special discounts are offered for society members, groups and companies,** and their fees include training materials, certificates and coffee breaks.

## ACIPLP Certificates Grantor:

- Licensing Executives Society Arab Countries (LES-AC).
- Talal Abu Ghazaleh University.

## Courses Introduction:

Arab Certified Intellectual Property Licensing Practitioner (ACIPLP)

The “Arab Certified IP Licensing Practitioner” program was developed by the most successful practitioners in LESI, the world’s preeminent body specialized in licensing. A group of LES-AC members have translated and developed the curriculum to be consistent with the laws in the Arab countries.

## Course Levels:

- **Level one:** Commercializing Technology through the Power of IP Licensing. (8 Hours)
- **Level two:** Essential Principles and Tools of Licensing. (32 Hours)
- **Level three:** Advanced Licensing Strategies and Skills. (36 Hours)

## **Course Content:**

- Commercializing Technology through the Power of IP Licensing.
- Basics of Intellectual Property and Licensing.
- Intellectual Property Business Strategy.
- Deal-Valuation and Negotiation.
- Patenting, Due Diligence, and Licensing.
- IA Strategy.
- Valuation.
- IP Negotiation and Ethics.

## **ACIPLP Exams:**

To acquire “The “Arab Certified IP Licensing Practitioner” Certification the participant must apply for the exam after the end of the second level of the program, and another after the completion of the third level, noting that the exam is held in all Arab countries twice a year in both Arabic and English.

**Courses Duration: 12 Days (76 Hours)**

**Registration Fees: 2000 USD**

**Course Languages: Arabic and English**

**Exam Fees: 100 USD**



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**For further information about the training courses,  
please contact us at the following details:**

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