

# Successful Negotiations of Research Collaboration Agreements

Precompetitive Collaborations:  
Enabling Technologies for the Pharmaceutical Industry  
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*This all works well when  
both company and university understand  
what the other party needs and wants  
in a collaboration  
and why it is important to them.*

# Primary Points of Negotiation

- **Scope of Work-Relationship during Collaboration**
  - Early Stage—Pre-competitive collaborations
  - Advanced Stage – reduction to practice, animal studies, preclinical and clinical data
- **Publication Rights**
- **Ownership and Use of Results**
- **Intellectual Property**
- **Patent Rights**

# Glitches arise and things change:

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