



Training Programs for New Contract Negotiators

April 12, 2021 | 4:15 - 5:30 PM ET



Moderator:
Elizabeth Adams
Princeton



Sophia Herbert-Peterson
Georgia Institute of
Technology



Dana Rewoldt
Iowa State University



Strengthening
University-Industry
Partnerships

The session will begin shortly.



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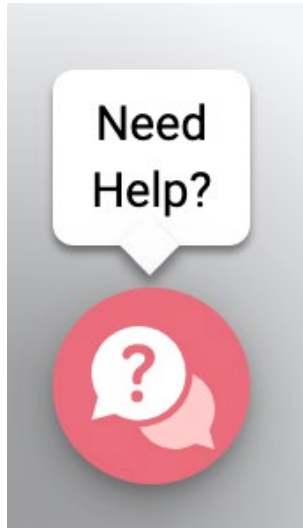


Dana Rewoldt
Iowa State University



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REMO TECH SUPPORT



Having technical problems?

- Please use the pink “Need Help?” button at the bottom left of your screen for live chat support.

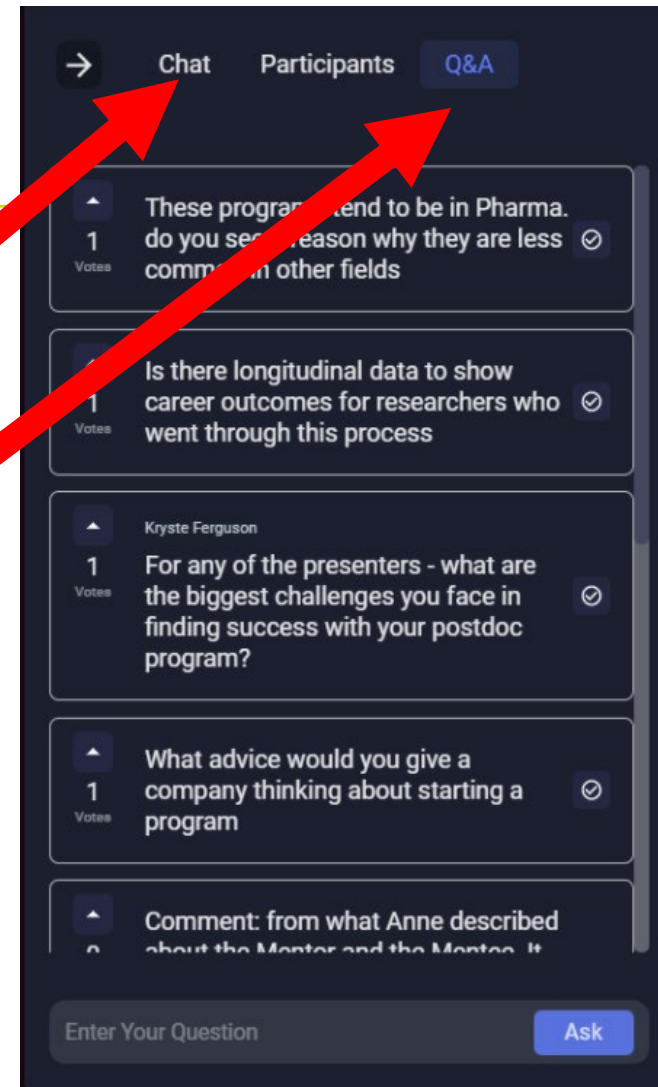


how to PARTICIPATE

Live Chat and Q&A

At the top right of the screen

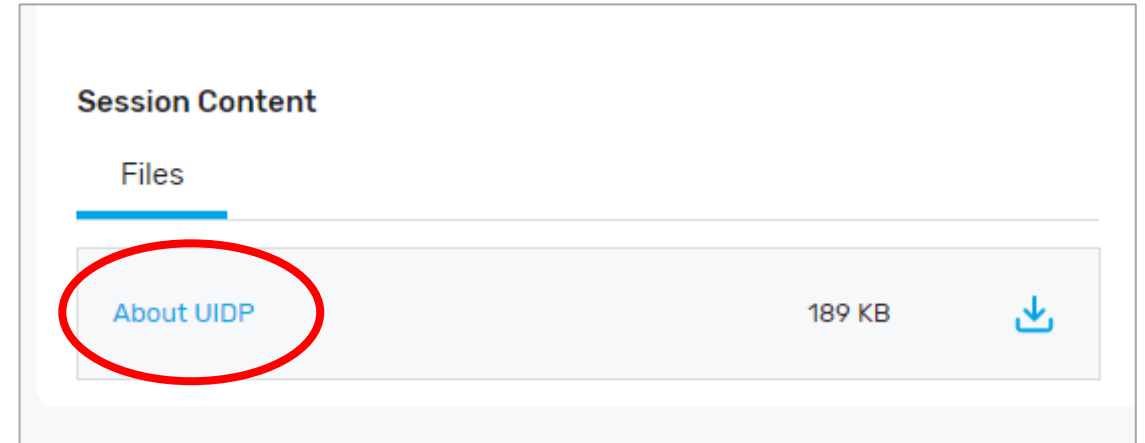
- Chat with one another.
- Submit questions using the Q&A tab at the top right of your screen.
- Upvote the questions you're most interested in



how to PARTICIPATE

Handouts and Recordings

- Available handouts can be downloaded from the Session Content tab in the Attendee Hub.
- Session recordings will be posted in the Attendee Hub. You will be notified via email when they are available at uidp.org.



NEW NEGOTIATOR TRAINING



New to University/Research Administration

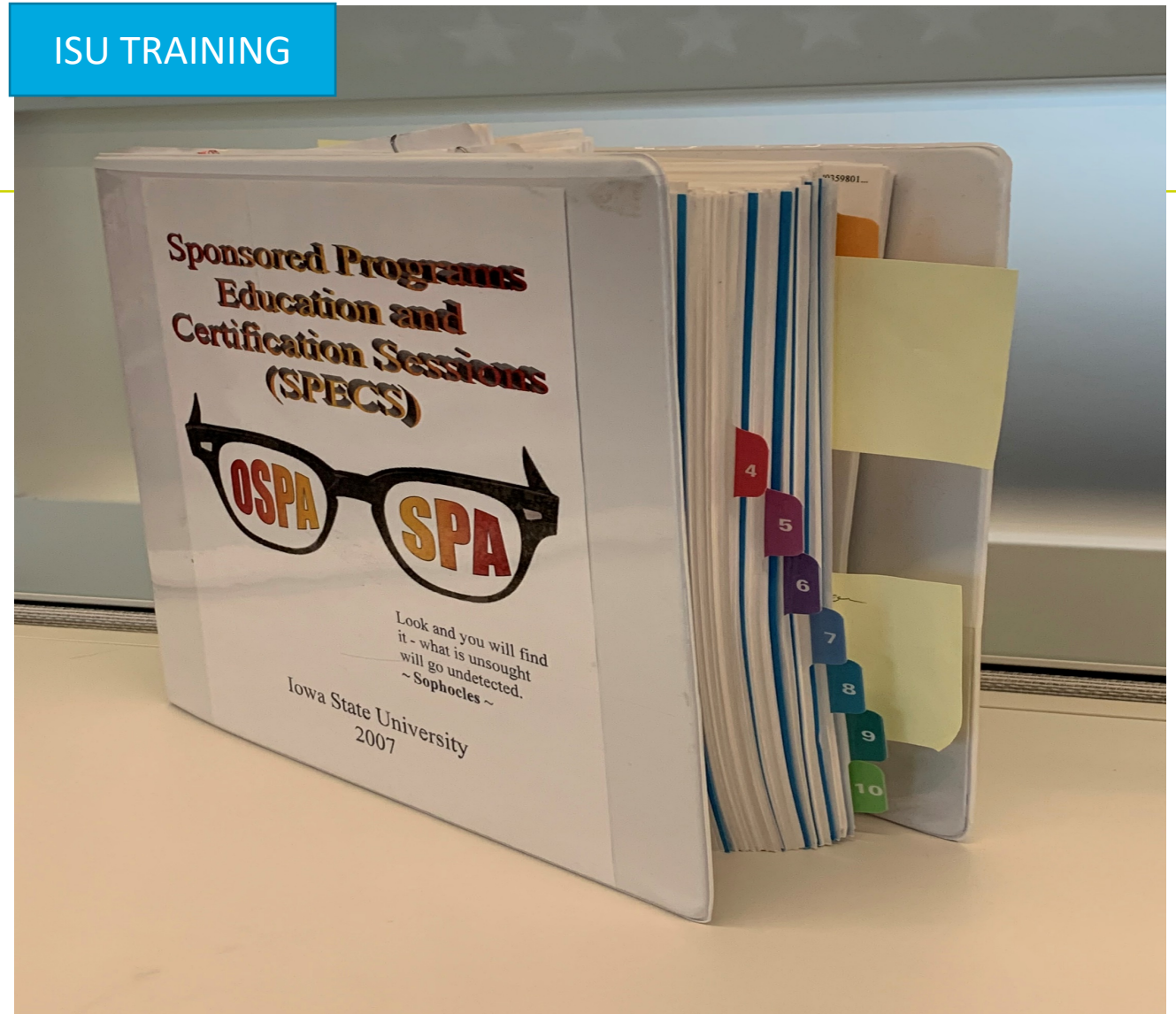
New to Research Contracts

New to Negotiations

ISU TRAINING

New to University/Research Administration

1. ISU has a 3 hour a week 10 week training course "SPECS" reviewing Sponsor Programs Accounting, budgeting and Federal Agencies' requirements (only offered once every 2 years)
2. Review of UIDP Researcher Guide
3. NCURA course on working with Federal Agencies, compliance issues, research administration- this year online.
4. Attend monthly meeting for Grant Coordinators. Review changes and updates of procedures and discussion of concerns and solutions.



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New to University/Research Administration

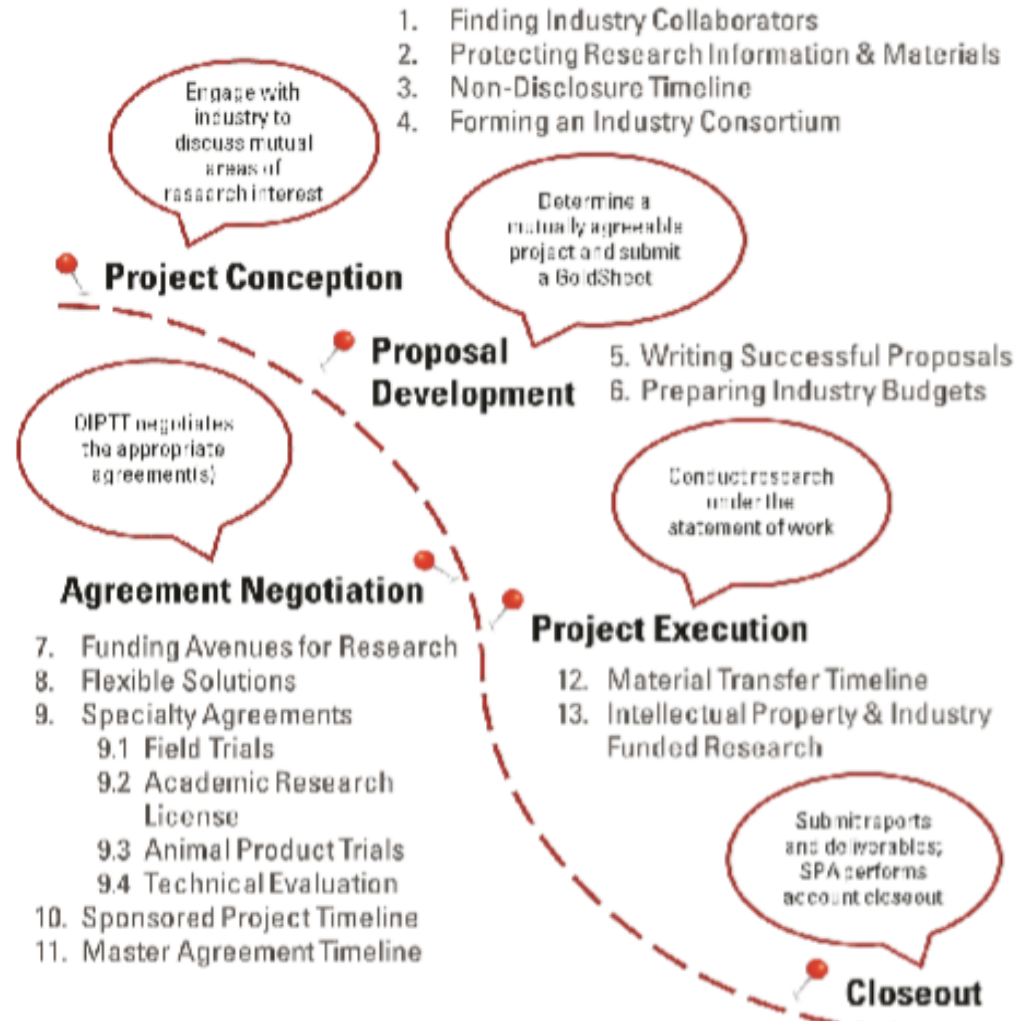
New to Industry Funded Research Contracts

New to Negotiations

New to Industry Funded Research Contracts

1. Review of UIDP Contract Accords and University Agreement Templates in video presentations.
2. Tip sheets
3. Olympic Document basic terms required, for each type of Industry Research Agreement.
4. Stoplight RED, YELLOW, GREEN

Industry Sponsored Research – A Pathway to Success



New to University/Research Administration

New to Industry Funded Research Contracts

New to Negotiations

Common Terms & Conditions within Non-Disclosure Agreements

New to Negotiations

1. Common Terms & Conditions and Contract Accords
2. OIPTT Common Terms and Conditions
3. Getting to Yes on a chapter by Chapter basis.
4. LES offers negotiation seminars locally.

CLAUSES	GENERAL RULE & SAMPLE LANGUAGE	ALTERNATIVES	COMMENTS / RAT
<p>ALTERNATIVE DISPUTE RESOLUTION:</p> <p>ARBITRATION & MEDIATION</p> <p>Arbitration is a process of dispute resolution in which a neutral third party (arbitrator) renders a decision after a hearing at which both parties have an opportunity to be heard. Mediation is a facilitated negotiation.</p>	<p>AVOID MANDATORY ARBITRATION and BINDING MEDIATION. Obtain OUC approval before use.</p> <p>In general, arbitration clauses are to be avoided. If the other party is insistent on such a clause, OUC must approve and review to avoid a process which disadvantages the University. By law, disputes between agencies of the state of Iowa are submitted to binding arbitration (Iowa Code §679A.19).</p> <p>ISU could agree to language requiring mediation before a fairly selected mediator. The mediation process allows ISU to decide if a mediated proposal is beneficial to the University. However, if a mediation clause indicates it involves binding mediation, the Office of University Counsel must review and approve the language.</p> <p>For international agreements, it may be preferable to arbitrate than to litigate in the courts of a foreign country. Consult with OUC.</p>	<p>ISU can agree to higher-level discussions, non-binding mediation, or submission of the dispute to a court of competent jurisdiction.</p> <p><i>“Reasonable efforts shall be made by both parties to resolve disputes. If the parties cannot agree on the efforts to be made, the agreement may be terminated. However, the confidentiality obligations shall survive termination of the Agreement.”</i></p>	<p>In the event of a d ISU, as a State en would be represer the Iowa Attorney General’s Office. Office has not aut ISU to limit its disc regarding how to t such disputes.</p>
<p>AMENDMENTS & MODIFICATIONS</p> <p>Changing the original agreement.</p>	<p>ALWAYS IN WRITING AND SIGNED BY BOTH PARTIES.</p> <p><i>“This Agreement may only be amended if done so in writing and signed by both parties.”</i></p>		<p>ISU needs to revie proposed changes original agreemen determine whethe and desires to im; the change.</p>
<p>ASSIGNMENT OF AGREEMENT</p> <p>The process by which one party legally transfers contractual rights</p>	<p>Generally only allow a party to assign an agreement to another party with prior written approval.</p> <p>To ensure confidential information is kept confidential and shared only as appropriate, the assignment clause is an essential mechanism to ensure confidential information is only shared as necessary.</p> <p><i>“This Agreement may not be assigned or transferred by either party without the prior written consent of the other party, with such consent not being unreasonably withheld. “</i></p>		<p>ISU rarely assigns agreement to ano entity; however, Ai Laboratory does ri the ability to assign successor M&O contractor.</p>





Student-Industry Engagement Strategies for Success

April 12, 2021 6:30 - 7:00 PM ET



Moderator:
Monique Turrentine
Duke University



Robert Ashcraft
Samsung Research
America



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THANK YOU!



- Did you enjoy the session? Rate it in the Attendee Hub!
- You'll receive a survey via email about UIDPVirtual at the end of the week. Please give us your feedback.



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