

Competitive Intelligence and Intellectual Property (2)

Key uses of Intellectual Property Assets

- Transforms an intellectual asset into a business asset
- **Exclude others/Entry Barrier:** To protect price and market share by excluding others from a specific marketplace and as a guarantee of channels to market
- **Risk Management/Freedom to Operate;** Insurance against legal action by competitors
- **Partnering:** Strategic alliances, commercialization, licensing, or held as a blocking strategy
- Raising Finance/monetization

Competitive Intelligence Using Intellectual Property

Zhihua Xu, Gang Shen, Sally Lin



Competitive Intelligence Using Intellectual Property:

Competitive Intelligence Christopher Murphy, 2005 Every business manager needs intelligence to find suppliers mobilize capital win customers and fend off rivals Drawn from the author's own experiences and from a wide variety of disciplines Competitive Intelligence provides a readable practical and imaginative framework for anyone seeking to gather and make effective use of market and company data Pharmaceutical Competitive Intelligence for the Regulatory Affairs Professional Raymond A. Huml, 2012-06-15 This Brief defines competitive intelligence CI as a tool for making investment decisions within the pharmaceutical industry It provides an overview of processes that the regulatory affairs professional must take into account when evaluating data impacting product based risk evaluations These apply particularly to evaluations that focus on outputs such as regulatory approval or the commercial impact of product labeling on the sales forecast over a limited timeframe The Brief also provides an overview of intellectual property assessment that can impact a product's lifespan on the market due to patent protection itself or loss of patent protection or via regulatory exclusivity Case examples are discussed to illustrate the importance of keeping up with the ever changing regulations and how to interpret them in the context of CI In addition there is a section on virtual data rooms VDRs which currently function as the cornerstone of due diligence investigations While aimed primarily at regulatory affairs professionals in the United States this publication provides a useful adjunct for other pharmaceutical executives especially those new to product based investments and regulatory affairs professionals in other regions **The Internet Age of Competitive Intelligence** John J. McGonagle, Carolyn M. Vella, 1999-01-30 Two of the most prolific and challenging authorities on the topic of competitive intelligence CI reflect on and respond to the changes in the field over the last decade The authors point out that CI users have to change what they are doing show why they are doing it and provide ways of doing it Their book reviews the problems in the development of CI since the 1980s discusses the impact of the Internet and the rise in use of other secondary sources and draws from and provides access to the growing body of CI information knowledge and literature Combining a scholarly approach with hands on advice McGonagle and Vella have written the first work to guide CI professionals through the emerging literature of their field Among the important changes in the field the authors cover are the radical changes in on line database searching and ways in which the Internet has fundamentally modified how we think of accessing data Their book explores and reports the major body of work from the Society of Competitive Intelligence Professionals now that more businesses worldwide are using competitive intelligence and either writing about their experiences with it or joining in new benchmarking studies The result is newer information on what really works what doesn't work and who is doing what with it The book is thus a starting point for people new to the field of CI as well as a resource to help experienced professionals do their jobs better **Competitive Intelligence As a Sustainable Long Term Competitive Advantage** Lucretia Lã¶scher, 2011 Diploma Thesis from the year 2010 in the subject Business economics General grade 1.7 Leipzig Graduate

School of Management language English abstract Integrity without knowledge is weak and useless and knowledge without integrity is dangerous and dreadful Samuel Johnson 1709 1784 Nowadays knowledge is the economic basis of each company One needs to know the product the technology behind it but also the customer the competitor and other circumstances that influence the business The scientific term for the necessity of information gathering and its transformation into applicable knowledge is Competitive Intelligence CI This thesis focuses on three questions regarding CI which are linked in a model Firstly it gives an overview about the most important types of CI Based on three types namely Market Intelligence Competitor Intelligence and Internal Intelligence it raises the question if there are industry specific requirements and general key aspects of the activity The focus group consists of 15 multinational companies from 6 different industries which were analysed with respect to information gathering and types of CI activities Secondly the thesis considers legal aspects It asks how effective international treaties and European laws are in terms of criminal prosecution of unfair competition and protection of intellectual property rights The considerations are limited to those facts that might be taken into account for CI actions In addition it analyzes if the results from the first part of the thesis are legally allowed or if some activities are legally questionable Thirdly it looks at the strategic relevance of the legally gathered information Therefore it assesses the opportunities of CI activities for strategic implementation based on the existing strategic tool Scenario Planning and proves that the fit of CI and Scenario Planning has potential to create a sustainable Competitive Advantage CA

Competitive Intelligence Douglas Bernhardt, 2003 What do you really know about your competitors and potential competitors What are the real threats your business faces in the next two years What do your competitors know about you how did they find out about it and how can you stop them finding out more

Essentials of Intellectual Property Alexander I. Poltorak, 2011 The definitive primer on intellectual property for business professionals non IP attorneys entrepreneurs and inventors Full of valuable tips techniques illustrative real world examples exhibits and best practices the Second Edition of this handy and concise paperback will help you stay up to date on the newest thinking strategies developments and caselaw in intellectual property Presents fundamentals of patents trademarks copyrights trade secrets and other less known forms of IP such as registered design and mask works Covers important concepts such as IP strategy protection audits valuation management and competitive intelligence Offers an introduction to IP licensing and enforcement Now features discussion of critical precedent setting recent IP cases and proposed patent reform Providing business professionals and IP owners with in depth knowledge of this extremely important subject this book helps those new to this field gain a better understanding and appreciation for the results of their creative abilities

Essentials of Intellectual Property Alexander I. Poltorak, Paul J. Lerner, 2002-10-24 ESSENTIALS OF INTELLECTUAL PROPERTY Full of valuable tips techniques illustrative real world examples exhibits and best practices this handy and concise paperback will help you stay up to date on the newest thinking strategies developments and technologies in intellectual property Alexander Poltorak and Paul Lerner have written

the definitive primer on intellectual property for business professionals Thorough in its coverage and understandable in its delivery *Essentials of Intellectual Property* provides not only an outstanding summary of intellectual property basics but a useful and sensible strategy for using intellectual property to the best needs of a business Poltorak and Lerner have combined their in-depth knowledge of patent law with their savvy business skills to yield an indispensable reference for the business professional Jeffrey L Brandt Patent Attorney Former Senior Vice President and Intellectual Property Licensing Counsel priceline.com Alex Poltorak and Paul Lerner have pulled off a mighty feat with *Essentials of Intellectual Property* They have crafted a work that is clear for the beginning practitioner while nuanced and sophisticated for the savvy tech transfer and IP management veteran Lively and often witty writing is a treat not often found in tomes on what can be a dry subject With *Essentials of Intellectual Property* the practitioner has a new literary tool for tying IP strategy to the business reality of tomorrow Edward Kahn Founder and President EKMS Inc Cambridge MA This critically important new volume of work not only provides the professional with a greater knowledge of this vast subject but also the novice with a better understanding and appreciation for the results of their creative abilities Lawrence J Udell Executive Director California Invention Center Professor of New Ventures and Entrepreneurship The Wiley Essentials Series because the business world is always changing and so should you

An Introduction to Online Competitive Intelligence Research Conor Vibert, 2004 *Introduction to Online Competitive Intelligence Research* gives you the tools you need to stay ahead of your competitor's moves Numerous research problem scenarios and cases with suggested search strategies are included Step by step methodology takes you through the CI research process including planning and direction data collection analysis and dissemination One section provides insight into how your firm might protect itself from the unwanted CI efforts of competitors Like all the titles in the Business Research Series this book contains a number of business research applications that can be used for both in-house research training and reference Internet research can be quick easy and effective but also challenging The Business Research Solutions Series provides business and financial research reference guides and online training manuals to bridge a major gap in the field of online research methodology These invaluable tools provide step by step advice on how to analyze interpret and collect data for informed decision making

Competitive Intelligence and Global Business David L. Blenkhorn, Craig S. Fleisher, 2005-01-30 Competitive intelligence CI is the practice of gathering and analyzing information about competitors in order to gain an edge in the marketplace or by shoring up one's own company's defenses prior to an anticipated assault The stakes are even higher in a global environment where the potential risks and rewards are amplified This volume explores emerging trends that affect and influence CI today such as the impact of digital commerce the effects of interest groups and new laws governing the practice of CI across borders This book illustrates how CI is conducted around the world and highlights the ways in which practicing CI globally is fundamentally different from doing so in a static one country context The authors offer fresh insights and recommendations for CI

specialists strategic planners and executives marketers and product developers and anyone studying competition and strategy Competitive intelligence CI is the practice of gathering and analyzing information about competitors in order to gain an edge in the marketplace for example by anticipating their next moves and beating them to the punch or by shoring up one's own company's defenses prior to an anticipated assault The stakes are even higher in a global environment where the potential risks and rewards are amplified This volume explores emerging trends that affect and influence CI today such as the impact of digital commerce which enhances the speed with which products and services can be delivered around the world as well as the speed with which competitors can surprise you the effects of interest groups such as those advocating environmental protections which can tilt the playing fields and new laws governing the practice of CI across borders In this book contributions from researchers scholars and practitioners specializing in competitive intelligence reveal the most current practices in the field In depth analysis of emerging approaches to CI in North America South America Europe and Asia and in industries across the spectrum from pharmaceuticals to automotive supply chains highlight the ways in which practicing CI globally is fundamentally different from doing so in a static one country context The authors offer fresh insights and recommendations for CI specialists strategic planners and executives marketers and product developers and anyone studying competition and strategy

Engineering Materials, Energy, Management and Control Zhihua Xu, Gang Shen, Sally Lin, 2010-12-06 Selected peer reviewed papers of the 2011 International Conference on Engineering Materials Energy Management and Control MEMC 2011 January 22-23 2011 Beijing P R China

Valuation of Intellectual Property and Intangible Assets, 2004 Cumulative Supplement Gordon V. Smith, Russell L. Parr, 2004 The 2004 Cumulative Supplement includes a new chapter entitled New Challenges for the Expert Witness The chapter provides a discussion of the important Daubert and Kumho cases heard in the U S Supreme Court Expert witnesses in the fields of valuation and economics may well be faced with challenges to the admissibility of their testimony based on how well it measures up to the application of the scientific method Professionals will benefit from the juxtaposition of the Daubert principles and the traditional methods for developing valuation and damages opinions

Competitive Intelligence Larry Kahaner, 1996 The cutting edge management tool of the nineties this is the first guide to turning crude information into priceless information An indispensable map to a competitive new world this is a practical handbook for turning knowledge into power Includes 40 charts and tables

Competitive Intelligence Workbook Kim Burkhardt, 2001

IP Competitive Intelligence Balwant Rawat, Navtej Saluja, 2012 Ever wondered what Google has been up to lately How about Yahoo Microsoft IBM or other high tech companies Many professionals companies and organisations frequently ask similar questions about their key competitors However since this information is proprietary and highly confidential there is almost no likelihood of getting these answers directly from the companies Since companies especially those in the technology sector are constantly innovating and creating barriers for their competitors they are also continuously filing patent applications and getting many if

not most of these granted Hence searching through databases such as those provided by the United States Patent and Trademark Office USPTO which contain granted patents and recently published patent applications is one way of gaining an insight into the strategic direction of these companies In this article Evalueserve research shows that traditional searching techniques that only use databases such as the USPTO database which comprises granted patents and published applications for analysing a company s patent portfolio are usually not sufficient Evalueserve suggests the following complementary techniques 1 One technique is searching through patent assignment databases some of which are freely available and others provided by Intellectual Property IP database vendors as licenses For example a complementary search within the USPTO patent assignment database can yield some of the missing ownership information especially if the granted patents and published applications were filed by one entity and later acquired by another 2 Another technique is checking accuracy by using complementary databases e g correlating Patent Cooperation Treaty PCT filing information with USPTO filing information 3 Yet another technique is performing inventor based searches along with assignee based searches to get better results This technique really works well because there are many published applications for which ownership information may not have been recorded earlier Finally this article presents two case studies that use the complementary techniques mentioned above as well as some of Evalueserve s findings about Google and Yahoo which may surprise you Marquette Intellectual Property Law Review ,2001 Journal of the Patent and Trademark Office Society ,2001 *The Economics and Management of Intellectual Property* Ove Granstrand,2000 This volume focuses on intellectual property and charts the global transition towards intellectual capitalism with technology based corporations as prime movers It offers a comprehensive overview of the history and fundamentals of intellectual property as well as an introduction to the field **Intellectual Property Management in Health and Agricultural Innovation** Anatole F. Krattiger,2007 Invaluable book for anyone seeking to use intellectual property strategically and put intellectual property to work When effectively and ethically managed intellectual property can accelerate the development of lifesaving poverty alleviating innovations and provide access to them *Law & Business Directory of Intellectual Property Attorneys* ,1993 **Library & Information Science Abstracts** ,2006

Whispering the Strategies of Language: An Psychological Journey through **Competitive Intelligence Using Intellectual Property**

In a digitally-driven earth wherever displays reign great and quick communication drowns out the subtleties of language, the profound techniques and emotional nuances concealed within words often move unheard. Yet, set within the pages of **Competitive Intelligence Using Intellectual Property** a interesting fictional value sporting with raw emotions, lies a fantastic quest waiting to be undertaken. Penned by an experienced wordsmith, this enchanting opus encourages visitors on an introspective journey, gently unraveling the veiled truths and profound impact resonating within the cloth of each word. Within the emotional depths of this moving evaluation, we can embark upon a heartfelt exploration of the book is core subjects, dissect its captivating publishing fashion, and succumb to the effective resonance it evokes heavy within the recesses of readers hearts.

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Competitive Intelligence Using Intellectual Property Introduction

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