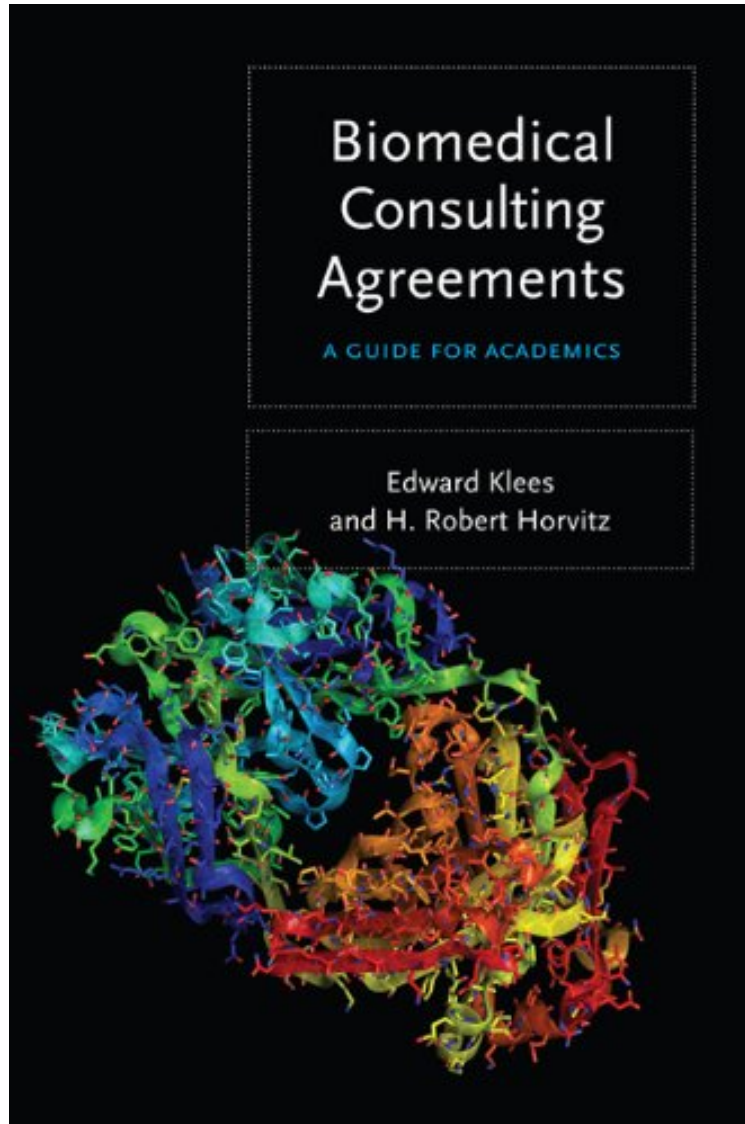


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Biomedical Consulting Agreements: A Guide for Academics

Edward Klees, H. Robert Horvitz
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Edward Klees, H. Robert Horvitz : Biomedical Consulting Agreements: A Guide for Academics before purchasing it in order to gauge whether or not it would be worth my time, and all praised Biomedical Consulting Agreements: A Guide for Academics:

1 of 1 people found the following review helpful. Helpful but basic By Josh Biomedical Consulting Agreements provides a good starting point for those of us who are new to the field. Although it lacks detail (often says to consult a lawyer) you will at least have an idea of how much you do NOT know after reading this book. Its a quick read and inexpensive and is helpful for getting your thoughts together. It is most certainly not sufficient as an once resource to

start consulting on your own.

There can be a clash of cultures when academic scientists negotiate consulting agreements with biotechnology or pharmaceutical companies. Scientists, accustomed to the collegial atmosphere of the laboratory and sometimes disdainful of legal paperwork, might be less than diligent in reading the fine print. On the other hand, a company--motivated to protect discoveries and trade secrets--might write provisions that are favorable to its interests, leaving it to the scientist to raise objections or offer a counterproposal. The scientist, meanwhile, might believe that it would be impolite or antagonistic to raise questions about a company's agreement. This book offers an essential guide for academic scientists and physicians who are considering consulting work in the field of biomedicine. In it, the authors--an attorney and a Nobel Laureate in Medicine, both with extensive experience reviewing and negotiating consulting agreements--outline key issues to consider before signing a consulting agreement. These issues range from the obvious--intellectual property, confidentiality, and fees--to those that might not spring immediately to mind, including indemnity, different classes of stock, and the relevance of insider trading and securities laws.

"In this valuable guide, lawyer Edward Klees and Nobel-prizing winning researcher H. Robert Horvitz draw on their decades of experience with academic-industry interactions to provide a crisp introduction to key issues, including conflict of interest, confidentiality, intellectual property, and compensation. Written in clear and accessible prose, and with a very practical outlook, it is a must-read for any academic contemplating entering into a consulting arrangement." -- Marc Tessier-Lavigne, President, The Rockefeller University

"Biomedical Consulting Agreements is the book I wish had been available when starting my first company. It concisely walks the consultant through all the important topics from elementary to advanced, with real-life examples of how the relationship can go well or awry. Even though I have been through more consultancies than I can quickly count, I learned an enormous amount from this book." -- Roger Y. Tsien, Department of Chemistry and Biochemistry, University of California, San Diego; Nobel Laureate in Chemistry, 2008

"I loved this book and am sure that all potential consultants in the biomedical field will find it enlightening. The many examples sprinkled throughout give life to the legal concepts and will help researchers understand the ramifications of contract words and their actions. The book is jargon-free, and I highly recommend it for anyone who is interested in working as a consultant. Our office will definitely make several copies of this superb reference book available for our university researchers." -- Katharine Ku, Director, Office of Technology Licensing, Stanford University

"Consulting agreements between academic scientists and corporations not only protect discoveries and intellectual property, but also deal with risks related to securities laws, such as insider trading. Giving advice requires an in depth understanding of these issues and the different cultures of academicians versus corporate lawyers. Edward Klees and Robert Horvitz have applied the same degree of rigor that characterizes the best academic research to understanding the principles and subtleties of these agreements. They provide a clear description of critical issues that are understood by surprisingly few, e.g., liquidation preferences and participation rights of preferred stock. This section alone makes Biomedical Consulting Agreements worthwhile reading for any academic scientist with an interest in the corporate world." -- Ansbert K. Gadick, Managing Director, MPM Capital

About the Author Edward Klees is General Counsel at the University of Virginia Investment Management Company and was formerly Associate General Counsel of the Howard Hughes Medical Institute. H. Robert Horvitz, 2002 Nobel Laureate in Physiology or Medicine, is Professor in the Department of Biology and a member of the McGovern Institute for Brain Research and of the Koch Institute for Integrative Cancer Research at MIT and an Investigator at the Howard Hughes Medical Institute.