IPI Academy

MANAGEMENT forum



Presented by
Management Forum

Successfully Conducting Oral Proceedings at the EPO

5 March 27
+ 28 September 27

Be properly prepared to defend your client's interests correctly and competently at EPO oral proceedings. Learn essential preparation techniques, hearing strategies and appeal procedures in this practical one-day workshop-style training course

Format:
Live online

CPD:
6 hours for your records

Certificate of completion

Course overview

Oral proceedings are one of the most challenging – and decisive – stages in European patent practice. And they can occur during any stage of a European application. They are organised to conclude the majority of appeal cases, and in many opposition and examination cases. Are you up to date with the latest practice and procedures in the EPO?

For European patent attorneys, appearing before the EPO is almost inevitable. Yet the experience can be daunting and intimidating: proceedings move quickly, arguments evolve in real time, and unexpected procedural twists can catch even seasoned practitioners off guard. Unlike in written proceedings success depends not only on knowing the law but also on the ability to think strategically and react decisively under pressure.

To defend your client's interests correctly and competently it is vital to know what to expect at this European level and to be properly prepared for it. This highly practical, workshop-style training course is designed to equip you with the skills, confidence and up to date knowledge on current practice needed to excel in oral proceedings at the EPO.

The expert trainer will share his inside knowledge and experience, and give invaluable practical and strategic advice. You will gain:

- Insider insight into the latest EPO practice, procedures and case law
- Strategic techniques to prepare persuasive arguments and anticipate counterarguments
- Practical guidance on managing the dynamics of live hearings, including how to handle surprises effectively

Through interactive discussion, real-world examples, and direct application of the EPC, EPO Guidelines, and the Rules of Procedure of the Boards of Appeal, you'll leave ready to defend your client's interests with authority and confidence.

Benefits of attending

By attending this training course you will:

- **Understand** how oral proceedings work at the EPO
- **Master** the structure and flow of oral proceedings at the EPO, from examination to appeal
- **Gain** insider strategies for case preparation, ensuring your arguments are clear, robust and persuasive
- **Develop** the confidence to handle surprises on the day, reacting quickly and effectively to unexpected turns
- **Learn** proven advocacy techniques that maximise your chances of success and strengthen your clients position to achieve best results

Who should attend?

This one-day training course has been specially designed for recently qualified, or part qualified, European Patent Attorneys, as well as those who are looking for a refresher and those who want to learn some new skills and extend their knowledge in this vital area.

Delegates will be familiar with EPO patent practice in general and have a good knowledge of at least the basic law governing oral proceedings.

Programme

Introduction

The basics and the law

- Requesting oral proceedings
- Different types of oral proceedings: procedure, form, parties, length
- Language and interpretation
- Non-attendance and withdrawal of a request for oral proceedings

Preparing for oral proceedings

- The Summons
- Preliminary opinions
- Written submissions and late requests
- Notes and materials to bring to the hearing

During the oral proceedings

- Opening phase
- Main phase
- Filing or reacting to amendments
- Dealing with other parties
- Closing phase

After the oral proceedings

- The minutes
- The written decision
- Continuing in writing

Appeal

- Basic law
- Rules of Procedure of the Boards of Appeal 2020
- Differences with first instance hearings

Final questions

Presenter



Joeri Beetz

Joeri Beetz, Patent Attorney, Keltie LLP, specialises in patents in the fields of mechanical engineering, physics and control software. Amongst all the different technologies he has been extensively involved in are optical recording, medical devices, agricultural equipment, lighting, displays and automotive. He regularly represents clients in opposition procedures at the EPO, both to defend and to attack patents.

Joeri spent nine years in a Dutch patent firm based in Eindhoven, after five years of working at the in-house patent department of CNH Industrial. He joined Keltie in 2017. During his in-house period he managed a large patent portfolio for a broad range of different combine harvesters. At CNH Industrial, he built an extensive expertise in freedom to operate and patent infringement analysis and gained a keen insight in the commercial implications of different IP strategies.

In 2002, Joeri obtained his masters degree in physics at the University of Utrecht. In his final year at University, he built and tested equipment for testing particle detectors for the ALICE experiment at the Large Hadron Collider at CERN.

Course dates

5 March 27	**Live online** 09:00-17:00 **UK (London)** (UTC+00) *Course code 17034*	GBP **599** ~~699~~ EUR **839** ~~979~~ USD **963** ~~1,119~~ **Until 08 Jan**
28 September 27	**Live online** 09:00-17:00 **UK (London)** (UTC+01) *Course code 17366*	GBP **599** ~~699~~ EUR **839** ~~979~~ USD **963** ~~1,119~~ **Until 03 Aug**

How to book

Online:
ipi.academy/2204

Alternatively contact us to book, or if you have any queries:

Email:
info@ipiacademy.com

Phone:
+44 (0)20 7749 4749

Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

Further information

Fee
The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

Please note
IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

Terms and conditions
The rest of the our terms, the event cancellation policy and the terms and conditions are on our website, please visit ipi.academy/content/terms-and-conditions

Reviews

★★★★☆

Very clearly explained, worked through in a logical order.

Laura Cassels
Patent Attorney
Script Intellectual Property LLP
Sep 29 2026

★★★★☆

Very good presentation and very good speaker – I have improved my knowledge of the oral proceedings.

MARIA LUISA MARCHESI
Italian Patent Attorney
ENI CORPORATE UNIVERSITY SPA
Sep 29 2026

★★★★☆

Very pedagogical, clear and easy to follow. Good use of PowerPoint. Not too much or too little information.

Hannes Jansson
European Patent Attorney
Zacco Sweden AB
Jun 10 2024

★★★★☆

To have a clear and complete vision of the oral proceedings before the EPO. The webinar gave me an overview with some specific tips, so my objective is reached.

Alexandra Stefenel
European Patent Attorney (Thiochemicals)
Arkema France SA
Jun 10 2024

Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



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IPI Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

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