IPI Academy

MANAGEMENT forum



Presented by
Management Forum

Managing Information Flows for IP (Intellectual Property) Purposes: Trade Secrets

Master the strategic protection of trade secrets and confidential information in IP transactions. Learn practical management techniques from an expert trainer in this comprehensive one-day training course.

Format:
Bespoke training

CPD:
6 hours for your records (depending on your requirements)

Certificate of completion

Course overview

This practical one-day training course will enhance your knowledge of the principles and practice of information management in IP transactions, with a special focus on trade secrets.

Safeguarding trade secrets is essential for maintaining a company's competitive edge, ensuring financial stability, fostering innovation and maintaining legal protection. They also play a crucial role in strategic positioning, maintaining customer trust, operational efficiency, and employee loyalty. Companies that prioritise the protection of their trade secrets will be better positioned to sustain long-term success in a competitive market.

This training course looks at the criteria and principles of managing confidential information, know-how and trade secrets as part of an IP strategy. Trade secrets are a special type of confidential information that need to be managed carefully inside and outside the organisation to ensure your business gets the best commercial benefits from them.

Trade secrets may be commercial or technical in nature and should be treated with the utmost confidentiality to maintain their integrity. A trade secret is an intellectual asset and as such forms a very important part of any IP portfolio. Trade secrets are important to all businesses and may be particularly important for SMEs, start-ups, and early-stage companies.

The training course is presented by the expert trainer in three main subject areas:

- Theory and background
- Management of information to secure trade secrets
- Trade secrets in inter-company negotiations

The course includes practical exercises to help embed the learning. There will also be plenty of time for you to ask the expert trainer your questions.

Benefits of attending

By attending this training course you will:

- **Gain** a better understanding of the types of confidential information
- **Get to grips** with the role of trade secrets in an IP portfolio
- **Learn** to manage access to information in your organisation
- **Understand** the basics of the Trade Secrets Directives
- **Consider** how to use trade secrets for commercial purposes

Who should attend?

This training course has been specially designed for all those working in the life-sciences sector, in technical industries, and other commercial innovation enterprises. It will be of particular use to:

- IP managers
- Patent research specialists
- R&D managers
- IP legal professionals
- Patent and trade mark attorneys
- Technology transfer specialists
- CTOs
- Information managers

Reviews

★★★★★

I believe I have received structured information about trade secret that can be used for practical matter in order to improve everyday work. Moreover, I have received support to explore very important legal aspect in greater depth. The combination of legal and practical aspect of this matter -derived from speakers know how- along with the integration of quizzes, was particularly effective.

Monica Teresa Bortolan
Patent Attorney IPM/Patenting
ENI CORPORATE UNIVERSITY S.P.A.
Oct 17 2025

★★★★☆

The webinar was very interesting and interactive. I wanted to improve my knowledge of trade secrets and so it was. All the webinar and very interesting the quiz time.

MARIA LUISA MARCHESI
Italian Patent Attorney
ENI CORPORATE UNIVERSITY SPA
Oct 17 2025

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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