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HARVESTING INTANGIBLE ASSETS

UNCOVER HIDDEN REVENUE IN YOUR
COMPANY'S INTELLECTUAL PROPERTY



Harvesting Intangible Assets Uncover Hidden Revenue In Your Companys Intellectual Property

**Suzanne S. Harrison, Patrick H.
Sullivan**



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Harvesting Intangible Assets Andrew J. Sherman, 2012 Attorney and author Andrew J Sherman approaches business using a simple attractive metaphor Businesspeople are farmers or at least they should be Entrepreneurs and executives should take a long range comprehensive approach to their endeavors and recognize that time and acquired knowledge play large roles in profitability Sherman overworks his symbolism threatening to exhaust its soil but his images of planting toiling and reaping succeed as reminders of the approach he wants readers to take getAbstract recommends his counsel to innovators and those managing innovation and to leaders seeking a unified organizational vision **Harvesting Intangible Assets** Andrew Sherman, 2011-10-20 Whether you call it harvesting intangible assets or intellectual property management organizations must make the most of everything they have to remain competitive and experience continual growth In this thought provoking book author Andrew J Sherman shares insights and expertise gleaned from his work with some of the world s leading companies who have capitalized on intellectual assets such as patents trademarks customer information software codes databases business models home grown processes and employee expertise Featuring instructive examples from organizations including Proctor Gamble IBM and Google Harvesting Intangible Assets reveals how companies large or small can uncover their intellectual property rights that are hiding just below the strategic surface You ll learn how to implement IP driven growth and licensing strategies foster a culture of innovation turn research and development into revenue and maximize your company s profits Smart companies reap what they sow Harvesting Intangible Assets gives readers the tools they need for a profitable harvest **Safeguarding Intangible Assets** Michael D. Moberly, 2014-07-08 Safeguarding Intangible Assets provides strategies for preserving and enhancing a company s intangible assets to increase its profitability competitiveness and sustainability Intangible assets such as patents trademarks copyrights methodologies and brand typically account for 80 percent of an organization s value and revenue There are many forces making it more and more difficult to protect these assets and securing them is a complex issue often overlooked by security and risk managers Many security managers do not have adequate policies or procedures in place to protect these assets from compromise infringement and theft Safeguarding Intangible Assets provides managers with the tools necessary for protecting these assets through effective and consistent oversight designed to preserve their control use and ownership The book offers strategies for various types of business transactions such as mergers and acquisitions corporate university R D alliances new product launches early stage firms and university based spin offs Offers step by step guidelines and best practices for establishing and maintaining an intangible asset protection program Provides intangible asset risk management strategies that preserve the company s value revenue and competitive advantages Shows how to collaboratively build a company culture that anticipates and recognizes intangible asset risks in everyday transactions and operations Strengthens the interface with other departments security practices including IT management legal accounting finance and risk management

The Leadership Capital Index Dave Ulrich, 2015-10-19 When it comes to evaluating a firm leadership matters We know that financial outcomes can predict about 50 percent of a firm's market value Intangibles like strategy brand talent R D innovation risk and so on account for the rest But leadership underlies them all And despite how important we know it is we've been forced to rely on subjective and unreliable ways to measure its impact until now In this landmark book leadership scholar author and consultant Dave Ulrich proposes a leadership capital index a Moody's or Standard and Poor's rating for leadership Drawing on research from investors and business leaders and synthesizing the work of dozens of consulting firms and leadership experts Ulrich analyzes two broad domains each comprising five factors The individual domain includes personal qualities strategic prowess execution proficiency interpersonal skills and fit between the leader's style and the organization's market promises The organizational domain encompasses a leader's ability to create customer focused cultures manage talent demand accountability use information to gain competitive advantage and set up work processes to deal with change Ulrich details rigorous metrics and methods for evaluating leaders on each of these factors The result is a groundbreaking book that will be of vital interest not only to equity and debt investors but also to boards of directors executive teams human resource and leadership development professionals government and ratings agencies and of course to leaders themselves

The Routledge Companion to Leadership John Storey, Jean Hartley, Jean-Louis Denis, Paul 't Hart, David Ulrich, 2016-09-13 Leadership has never been more important and divisive than it is today The idea and discourse of the leader remains a critical factor in organizational and societal performance but there is evident tension between the persistent focus on the critical importance of individual leaders and the increasing emphasis on collective leadership The Routledge Companion to Leadership provides a survey of the contentious and dynamic discipline of leadership This collection covers key themes in the field including advances in leadership theory leadership in a range of contexts and geographies leadership failure leadership process and leadership development Topics range from micro studies to wider political analyses of leadership taking in unusual but important aspects such as portrayals of leadership in architecture media and science fiction Contributions from 61 internationally renowned authors from 16 countries make available the full range of perspectives approaches and insights on the idea of leadership Providing both a social sciences and a psychological approach these go beyond common themes to offer diverse perspectives on such topics as emotion and leadership portrayals of leadership This volume situates leadership debates and evidence within contemporary leadership crises while ensuring that the explorations of the issues are of enduring relevance With wide and critical coverage of the key topics and potent contextualization of themes in current events The Routledge Companion to Leadership is the ideal resource for graduate study in leadership

Information Security Governance Andrej Volchikov, 2018-10-26 This book presents a framework to model the main activities of information security management and governance The same model can be used for any security sub domain such as cybersecurity data protection access rights management business continuity etc

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Contracts Vladimir R. Rossman, Morton Moskin, 2012-12-17 In two comprehensive volumes Commercial Contracts Strategies for Drafting and Negotiating Second Edition presents the insights and guidance of over 30 leading specialists all experts in their fields These noted authorities examine the growing influence of New York law on multi jurisdictional transactions discuss the general expectations of parties to commercial transactions and identify critical issues that drafters and litigators need to consider when dealing with different types of agreements from joint ventures and strategic alliances to government contracts from employment agreements to shareholder agreements and many others By putting the expert analysis practice tips and illustrative forms needed to draft or negotiate a contract in just hours within easy reach Commercial Contracts Strategies for Drafting and Negotiating makes laboring over voluminous contract law references a thing of the past Each chapter focuses on a specific aspect of contract law or a particular kind of commercial agreement The reference provides an extensive array of time saving drafting tools for preparing transaction documents or closing the deal more quickly and with less effort including In depth drafting suggestions and sample documents Practical guidance from seasoned experts in each area of the law Quotes from rulings citations to cases law reviews and other works Detailed checklists and forms Extracts from relevant laws and regulations Case and statutory references And much more **Sirius Workings Vol 3** The Esoteric Order of Beelzebub, 2013-08-14 Sirius Workings Vol 3 covers the 2009 2012 ideas experiments and adventures of the Esoteric Order of Beelzebub Includes articles essays fiction art and ceremonial workings of the Order s initiates The Esoteric Order of Beelzebub is an Order of the Temple of Set whose mission is to Leverage Conscious Evolution in the individual and in the human race Featured Workings include Seven Steps to Creation The World of Man Invoking the Daimon Hanbledzoin and Higher Emotional Center Coins from Sagaciy Visitation of the Daimonic Trinity Nine Operative Methods of the Boar Toothed Helm and the legendary Ypsilon Prague Crossroads Working Essays include The Principle of AEeffect Mythomagical Musings Animistic Materialism Paths Toward Greater Self Rulership The Seven Christian Virtues and the Nine Daemons of Hell The Art and Science of Daemonic Integration Creating the Self Zen and the Maintenance of Robots The Daimonic Dialectics The Black Heart Campaign and much more Principles of Knowledge Auditing Patrick Lambe, 2023-05-02 A comprehensive theoretical and practical guide to the operating principles of knowledge auditing illustrated with numerous case studies A knowledge audit provides an at a glance view of an organization s needs and opportunities Its purpose is to improve an organization s effectiveness through a better understanding of the dynamics and levers of knowledge production access and use However this developing field is hampered by the lack of a common language about the origins and nature of knowledge auditing In Principles of Knowledge Auditing Patrick Lambe integrates the theory and practices of the field laying out principles and guidelines for a clearer and more pragmatic approach to knowledge auditing that makes it more accessible to practitioners and researchers Lambe examines knowledge auditing in the context of the development of communications information and knowledge management in the twentieth century He critiques and clarifies ambiguities in how knowledge

audits are approached and described as well as how the results are conveyed within organizations He discusses the benefits and risks of knowledge management standards Knowledge auditors he says need a common frame of reference more than they need standards Standards have their uses but they provide only markers and sign posts and are poor representations of the richness of the landscape He concludes with a set of guiding principles for practitioners *Franchising & Licensing* Andrew J. Sherman,2011 The definitive resource for corporations in myriad industries now completely revised and updated

Einstein in the Boardroom Suzanne S. Harrison,Patrick H. Sullivan,2006-04-20 Capitalize on Your Company's Intangible Assets Leading Companies Show You How Einstein in the Boardroom makes a great sequel to Edison in the Boardroom Those readers who found the examples and war stories of Edison to be useful in their own IP management activities will find the same qualities in Einstein This resource will help anyone in the intangibles management community who seeks to go beyond intellectual property and understand and capitalize on the full range of a firm's intellectual capital Julie Davis coauthor Edison in the Boardroom Harrison and Sullivan continue to elevate understanding of the value of intellectual assets and more importantly provide a clinic on the practical steps necessary to turn theory into bottom line results Jeff Weedman Vice President External Business Development The Procter Gamble Company Einstein in the Boardroom is a valuable guide for business managers considering how to leverage intangible assets for profit Joe Beyers Vice President Intellectual Property Licensing Hewlett Packard Company Going deeper into value creation for companies Einstein in the Boardroom describes new ways to extract value from IP stuff on knowledge a tremendous asset that is too rarely exploited and could be leveraged by all readers of this great book Beatrix de Russe Executive Vice President Licensing and Intellectual Property Thomson Einstein in the Boardroom is a must read for CEOs CFOs and board chairs facing the financial governance issues of share price wealth creation and value realization When today's financial management systems may only deal with 20 percent of the value of the firm Harrison and Sullivan offer a look at what a company can do to successfully create and extract value from the other 80 percent and they show you how other companies have done it Bill Swirsky Vice President Knowledge Development The Canadian Institute of Chartered Accountants Identifying managing and leveraging knowledge and intangible assets has enabled Cargill to differentiate itself from its competitors and increase its profitability Harrison and Sullivan provide a clear perspective on how intangible assets fit within the corporate landscape and how to manage them to increase value for the organization Harry J Gwinnell Vice President and Chief IP Counsel Cargill

Tangible Strategies for Intangible Assets John Berry,2004 Intangible assets such as brands patents and intellectual capital are the new measures of corporate wealth But one can't manage what one can't measure **The Intangible Assets Handbook** Weston Anson,2007 This handbook is intended as a useful document for intangible asset management inquiries with a special emphasis on licensing transaction due diligence and bankruptcy It attempts to help improve the management of companies with underleveraged intangible asset portfolios Relevant exhibits case studies common terms and a detailed

index are also included Buying for Impact Elizabeth A. Vazquez, Andrew J. Sherman, 2013-02-20 Whether you're a woman who wants to grow your business or you're wondering how to leverage and support this growing market **BUYING FOR IMPACT** How to Buy from Women and Change Our World has the answers you need now The ultimate guide to doing business with millions of entrepreneurial women around the world The shape of the planet's marketplace has been changed completely by forces of political and demographic change Where once women were sidelined in the global marketplace now they are at the heart of it all In places as remote as Bangladesh and Mali and as familiar as Paris and New York businesses owned and managed by women are carving out a vibrant and thriving place in the 21st century economy In this book you'll find all that you need to know to understand how this hidden market works not only for women in business but for everyone Above all you'll learn more about how to foster its growth for a more sustainable future Whether you're a woman who wants to grow your business or you're wondering how to leverage this growing market **BUYING FOR IMPACT** How to Buy from Women and Change Our World has the answers you need now **Investing in Intangible Assets** Russell L. Parr, 1991-05 Intangible assets such as patents trademarks formulas and copyrights are increasingly the primary source of earnings growth and investment success Reveals the hidden value of intangible assets for investors Identifies all types of intangibles and explains in clear non technical language how intangibles fuel growth and profitability and thereby stock values Hidden Value Bruce Berman, 1999 Hidden Value describes in detail why there is a movement of market value from one industry player to another and helps the reader to evaluate why Amazon.com can have a greater market capitalization than Texaco It addresses the Wall Street side of the intellectual property equation *Business Power* Robert Shearer, 2007-05-23 Praise for Business Power Creating New Wealth from IP Assets Business Power is an essential handbook for every business leader Creating and growing IP is a critical element of innovation and accelerates the transformation of knowledge to market value Business Power provides a step by step approach to value creation Dr Martin Fleming Vice President Corporate Strategy IBM Corporation It is difficult to overstate the importance of effectively managing intellectual property assets in the current and future global business landscape This book gathers together a unique collection of thought leaders on every aspect of intellectual property management Whether you are interested in brand management human capital management patent portfolio management trade secret management or anything in between and whether you are an interested observer of business or a CEO of a Fortune 500 company you will gain something from this book Anthony Breitzman PhD Principal and Director of Research 1790 Capital Management LLC Business Power provides valuable strategic and tactical knowledge about IP and its role in corporate performance The book presents a unique collection of views about creating and sustaining competitive performance and increasing value in a global economy A must read for business leaders and lawyers alike William C Foote Chairman of the Board and Chief Executive Officer USG Corporation *Intellectual Property and Business* Rodney D. Ryder, Ashwin Madhavan, 2016 Intellectual Property IP is one of the most vital assets for any business organization

It is a domain not restricted to lawyers alone it is a crucial area of concern for business organizations managers and corporate leaders This book demonstrates how companies can deploy their IP not just as legal instruments but also as dominant and powerful financial assets and as useful arsenal that can boost their business **From Ideas to Assets** Bruce Berman,2002-07-15 In the information age intellectual property rights such as patents copyrights and trademarks are among companies most valuable assets Today managers and investors in a wide variety of industries need to understand the fundamentals of intellectual property rights in order to make informed decisions about the companies they run and the investments they hold From Ideas to Assets provides a detailed overview of what intellectual property assets are and how they work and what you need to know about them to succeed today s competitive business environment It offers techniques for valuing intellectual property and discusses ways to help you maximize returns and discern performance variables The 25 expert contributors to this volume approach the subject from the varied perspectives of shareholders managers analysts accountants advisors and other professionals Original tables graphs and statistics related to intellectual property returns and performance indices are included to clarify important legal and accounting concepts This easy to read guide covers strategies for businesses in various industries including the financial and manufacturing sectors This is not a textbook or a stock picking manual From Ideas to Assets is a focused resource that provides diverse audiences with valuable guidance on the IP basics they need to know Fundamentals of Intellectual Property Valuation Weston Anson,Donna P. Suchy,Chaitali Ahya,2005 In this book we attempt to cover some frequently asked questions on intellectual property and intangible assets and to engage in brief discussions on the subject of identifying value We identify many of the main types of intellectual property and intangible assets We also look at the primary traditional and not so traditional methods of valuing these assets and include case studies and various situations in which the valuation of these assets is required from the Introduction p 3

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