



Consulting and Training | Reach New Heights

Course Name

Strategic and operational license agreement management

Sector Name

Project & Contract Management

Document Type

Generated by Boostlab

[Click Here To Visit Course](#)

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

Strategic and operational license agreement management

Course Introduction

Choosing the right type of license is of immense importance for the company to avoid both economic and legal risks. Knowing the legal principles of licensing law is therefore essential.

After the training, you will have a profound knowledge of software license agreements, the different licensing models, and the particularities of cloud computing. You will be able to recognize the appropriate criteria for selecting suitable software license agreements and develop a decision matrix of recommended actions for the management board. You will learn about the German General Terms and Conditions Law and other important legal aspects at first hand. In negotiations, you, as a licensee, are thus on an equal footing with your negotiating partner!

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



Strategic and operational license agreement management

Target Audience

those involved in any aspect of preparing, implementing, managing, or administering contracts who are committed to proving their dedication to their professional growth.

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



Strategic and operational license agreement management

Learning Objectives

- ✓ Essential software license agreements
- ✓ Typical licensing models
- ✓ Implementation of a negotiation team
- ✓ Preparation of contract negotiations
- ✓ Software license audits

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To Visit Course](#)



Strategic and operational license agreement management

Course Outline

✓ Day 01

Essential software license agreements - an overview

- ✓ Typical licensing models - an overview
- ✓ Criteria for selecting suitable software license agreements
- ✓ Harmonizing software license agreements
- ✓ Mergers & Acquisitions -Effects on software license agreements
- ✓ Initialization of software license agreements in a group
- ✓ Typical clauses of software license agreements

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Strategic and operational license agreement management

Course Outline

✓ Day 02

Implementation of a negotiation team

- ✓ Preparation of contract negotiations
- ✓ Advice and known stumbling blocks
- ✓ Operational strategies to ensure license compliance
- ✓ Stakeholder analysis in the company
- ✓ Setting up license management in the company
- ✓ Documentation management tools
- ✓ Initialization of contract management in procurement

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To visit Course](#)



Strategic and operational license agreement management

Course Outline

✓ Day 03

Software license audits

- ✓ Monitoring
- ✓ Reporting
- ✓ Product portfolio and lifecycle management
- ✓ Concept of administrative decision.
- ✓ Basic communication skills (dealing skills).
- ✓ Basic concepts of the nature of supervision in business organizations.

ABU DHABI: +971 2 449 6000

ABU DHABI: +971 50 412 3294

DUBAI: +971 4 888 6787

KSA: +966 56 416 0617

EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Strategic and operational license agreement management

Course Outline

✓ Day 04

The basic functions of supervision in business organizations.

- ✓ Identify the different styles of supervision and leadership.
- ✓ Effective management of work groups.
- ✓ Skills of delegation of authority and requirements for effective delegation.
- ✓ The task of developing innovation and creativity skills for the supervisor.
- ✓ The role of change management.
- ✓ Improve problem-solving and decision-making skills.

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Strategic and operational license agreement management

Course Outline

✓ Day 05

From the concept of administrative decision.

- ✓ Basic communication skills (dealing skills).
- ✓ Basic concepts of the nature of supervision in business organizations.
- ✓ The basic functions of supervision in business organizations.
- ✓ Different styles of supervision and leadership in business organizations.

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)



Strategic and operational license agreement management

Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Jan. 24, 2027	Jan. 28, 2027	5 days	4250.00 \$	KSA , Jeddah
May 24, 2027	May 28, 2027	5 days	4250.00 \$	UAE , Dubai
Aug. 16, 2027	Aug. 20, 2027	5 days	4950.00 \$	Austria , Vienna
Dec. 21, 2026	Dec. 25, 2026	5 days	4250.00 \$	UAE , Dubai

ABU DHABI: +971 2 449 6000
ABU DHABI: +971 50 412 3294
DUBAI: +971 4 888 6787
KSA: +966 56 416 0617
EGYPT: +20 127 111 1770

[Click Here To vist Course](#)

info@boostuae.com info@boostorg.com

Generated by BoostLab •

