

## **Robert P. Cogan's Most Recent Presentations**

[Demystifying the Federal Acquisition Regulation and Dealing with Prime Contractors](#)

- Canada at AFCEA West 2012

[For Non-IP Attorneys: Intellectual Property Assets in Businesses and Estates](#)

- Continuing Legal Education Program for the SD Law Library

[Copyright in the Arts](#)

- Continuing Legal Education Program for the SD Law Library

[The Many Vital Purposes of the Statement of Work in a Contract](#)

- IEEE Consultants Network

[Maximize Cash Flow, Minimize Wasted Time with Customers and Suppliers](#)

- Del Mar Electronics Show

[Special Problems in Consulting Agreements](#)

- IEEE Consultants Network

[Bankruptcy, Intellectual Property, Your Licensors, Your Vendors, and You](#)

- Del Mar Electronics Show

[Does Your Contract Allow the Customer Not to Pay?](#)

- IEEE Consultants Network

[The Consulting Contract](#)

- IEEE Consultants Network

[Building Your Company with SBIR Grants](#)

- Del Mar Electronics Show

[IP in the Small High Tech Company](#)

- High Tech Company Staff Presentation

[Building Your Company Through Small Business Innovative Research Grants](#)

- CommNexus

[Working with Upper and Lower Tier Contractors](#)

- NDIA

[Intellectual Property - An Often "Unappreciated" Asset](#)

- The Financial Executives Networking Group

[Copyrights in the Arts](#)

- San Diego Art Institute

[Rights Ownership Issues in Software Development Contracts](#)

- IEEE Consultants Network

[The Teaming Agreement](#)

- San Diego Regional Chamber of Commerce

[Valuation: The Art Of Finding Good Numbers](#)

- Licensing Executives Society

[Intellectual Property for the Startup Company](#)

- Rady School of Management, UC San Diego

Intellectual Property - Promise and Practicalities

- SBA - SCORE

Small Business Innovative Research Grants

- IEEE Consultants Network

Intellectual Property In International Business Deals

- Rady School of Management, UC San Diego

Creating Strategic Partnerships

- San Diego Contracting Opportunity Center

Virtual Companies

- Licensing Executives Society

High Tech Contracting - Getting What You Pay For, Getting Paid for What You Do

- IEEE Consultants Network

IP & Patents for Art, Technology, and Entertainment

- SIGGRAPH

High Tech's Next Wave in San Diego

- Licensing Executives Society

Current IP Business Issues

- Rady School of Management, UC San Diego

Intellectual Property for Owners and Investment Managers

- Rady School of Management, UC San Diego

High Tech Contracting - Getting What You Pay For, Getting Paid for What You Do

- Del Mar Electronics Show

Turning Intellectual Property Assets Into Cash

- CONNECT

IP: Building Value From Company Assets

- San Diego Regional Chamber of Commerce

Legal Issues for Entrepreneurs

- Rady School of Management, UC San Diego

Microelectronics Packaging And Intellectual Property

- Int'l. Microelectronics and Packaging Society

The Teaming Agreement

- NDIA

Evaluating Intellectual Property Issues in Business Scenarios

- Thomas Jefferson School of Law

Turning Intellectual Property Assets Into Cash

- CONNECT

Non-Disclosure Agreements: Getting The Benefits And Avoiding Pitfalls

- Del Mar Electronics Show

Valuing Intellectual Property - How To Maximize Your Return

- Licensing Executives Society

Intellectual Property - Meeting The Challenge

- SBA - SCORE

Intellectual Property Basics

- CONNECT

Licensing Basics In Government Contracts

- Licensing Executives Society

An Introduction To Patent Licensing

- IEEE Consultants Network

Wartime Contracting

- National Contract Management Association

Licensing: The Basics

- CONNECT

What I Wished I Knew About Intellectual Property When I Was an Engineering Student

- SDSU

Technology's Role In Increasing or Starting Government Contracting Business

- San Diego Regional Chamber of Commerce

Anticipating Post License Issues

- CONNECT

Patent Licensing Strategies

- Licensing Executives Society

Intellectual Property - The Contracts Manager's Critical Role

- Titan Systems