

## Competitive Intelligence and Intellectual Property (2)

### Key uses of Intellectual Property Assets

- Transforms an intellectual asset into a business asset
- **Exclude others/Entry Barrier:** To protect price and market share by excluding others from a specific marketplace and as a guarantee of channels to market
- **Risk Management/Freedom to Operate;** Insurance against legal action by competitors
- **Partnering:** Strategic alliances, commercialization, licensing, or held as a blocking strategy
- Raising Finance/monetization

# Competitive Intelligence Using Intellectual Property

**Albert A Gayle**



## **Competitive Intelligence Using Intellectual Property:**

**Competitive Intelligence** Christopher Murphy, 2005 Every business manager needs intelligence to find suppliers mobilize capital win customers and fend off rivals Drawn from the author's own experiences and from a wide variety of disciplines Competitive Intelligence provides a readable practical and imaginative framework for anyone seeking to gather and make effective use of market and company data Pharmaceutical Competitive Intelligence for the Regulatory Affairs Professional Raymond A. Huml, 2012-06-15 This Brief defines competitive intelligence CI as a tool for making investment decisions within the pharmaceutical industry It provides an overview of processes that the regulatory affairs professional must take into account when evaluating data impacting product based risk evaluations These apply particularly to evaluations that focus on outputs such as regulatory approval or the commercial impact of product labeling on the sales forecast over a limited timeframe The Brief also provides an overview of intellectual property assessment that can impact a product's lifespan on the market due to patent protection itself or loss of patent protection or via regulatory exclusivity Case examples are discussed to illustrate the importance of keeping up with the ever changing regulations and how to interpret them in the context of CI In addition there is a section on virtual data rooms VDRs which currently function as the cornerstone of due diligence investigations While aimed primarily at regulatory affairs professionals in the United States this publication provides a useful adjunct for other pharmaceutical executives especially those new to product based investments and regulatory affairs professionals in other regions **The Internet Age of Competitive Intelligence** John J. McGonagle, Carolyn M. Vella, 1999-01-30 Two of the most prolific and challenging authorities on the topic of competitive intelligence CI reflect on and respond to the changes in the field over the last decade The authors point out that CI users have to change what they are doing show why they are doing it and provide ways of doing it Their book reviews the problems in the development of CI since the 1980s discusses the impact of the Internet and the rise in use of other secondary sources and draws from and provides access to the growing body of CI information knowledge and literature Combining a scholarly approach with hands on advice McGonagle and Vella have written the first work to guide CI professionals through the emerging literature of their field Among the important changes in the field the authors cover are the radical changes in on line database searching and ways in which the Internet has fundamentally modified how we think of accessing data Their book explores and reports the major body of work from the Society of Competitive Intelligence Professionals now that more businesses worldwide are using competitive intelligence and either writing about their experiences with it or joining in new benchmarking studies The result is newer information on what really works what doesn't work and who is doing what with it The book is thus a starting point for people new to the field of CI as well as a resource to help experienced professionals do their jobs better *Competitive Intelligence As a Sustainable Long Term Competitive Advantage* Lucretia Lâ¶scher, 2011 Diploma Thesis from the year 2010 in the subject Business economics General grade 1.7 Leipzig Graduate School of

Management language English abstract Integrity without knowledge is weak and useless and knowledge without integrity is dangerous and dreadful Samuel Johnson 1709 1784 Nowadays knowledge is the economic basis of each company One needs to know the product the technology behind it but also the customer the competitor and other circumstances that influence the business The scientific term for the necessity of information gathering and its transformation into applicable knowledge is Competitive Intelligence CI This thesis focuses on three questions regarding CI which are linked in a model Firstly it gives an overview about the most important types of CI Based on three types namely Market Intelligence Competitor Intelligence and Internal Intelligence it raises the question if there are industry specific requirements and general key aspects of the activity The focus group consists of 15 multinational companies from 6 different industries which were analysed with respect to information gathering and types of CI activities Secondly the thesis considers legal aspects It asks how effective international treaties and European laws are in terms of criminal prosecution of unfair competition and protection of intellectual property rights The considerations are limited to those facts that might be taken into account for CI actions In addition it analyzes if the results from the first part of the thesis are legally allowed or if some activities are legally questionable Thirdly it looks at the strategic relevance of the legally gathered information Therefore it assesses the opportunities of CI activities for strategic implementation based on the existing strategic tool Scenario Planning and proves that the fit of CI and Scenario Planning has potential to create a sustainable Competitive Advantage CA

**Competitive Intelligence** Douglas Bernhardt,2003 What do you really know about your competitors and potential competitors What are the real threats your business faces in the next two years What do your competitors know about you how did they find out about it and how can you stop them finding out more Engineering Materials, Energy, Management and Control Zhihua Xu,Gang Shen,Sally Lin,2010-12-06 Selected peer reviewed papers of the 2011 International Conference on Engineering Materials Energy Management and Control MEMC 2011 January 22 23 2011 Beijing P R China *An Introduction to Online Competitive Intelligence Research* Conor Vibert,2004 Introduction to Online Competitive Intelligence Research gives you the tools you need to stay ahead of your competitor s moves Numerous research problem scenarios and cases with suggested search strategies are included Step by step methodology takes you through the CI research process including planning and direction data collection analysis and dissemination One section provides insight into how your firm might protect itself from the unwanted CI efforts of competitors Like all the titles in the Business Research Series this book contains a number of business research applications that can be used for both in house research training and reference Internet research can be quick easy and effective but also challenging The Business Research Solutions Series provides business and financial research reference guides and online training manuals to bridge a major gap in the field of online research methodology These invaluable tools provide step by step advice on how to analyze interpret and collect data for informed decision making

Competitive Intelligence and Global Business David L. Blenkhorn,Craig S. Fleisher,2005-01-30 Competitive intelligence

CI is the practice of gathering and analyzing information about competitors in order to gain an edge in the marketplace or by shoring up one's own company's defenses prior to an anticipated assault. The stakes are even higher in a global environment where the potential risks and rewards are amplified. This volume explores emerging trends that affect and influence CI today such as the impact of digital commerce, the effects of interest groups and new laws governing the practice of CI across borders. This book illustrates how CI is conducted around the world and highlights the ways in which practicing CI globally is fundamentally different from doing so in a static one-country context. The authors offer fresh insights and recommendations for CI specialists, strategic planners and executives, marketers and product developers and anyone studying competition and strategy.

**Competitive Intelligence** Larry Kahaner, 1996. The cutting edge management tool of the nineties, this is the first guide to turning crude information into priceless information. An indispensable map to a competitive new world, this is a practical handbook for turning knowledge into power. Includes 40 charts and tables.

*Competitive Intelligence Workbook* Kim Burkhardt, 2001

**Journal of the Patent and Trademark Office Society**, 2001

**Valuation of Intellectual Property and Intangible Assets, 2004 Cumulative Supplement** Gordon V. Smith, Russell L. Parr, 2004. The 2004 Cumulative Supplement includes a new chapter entitled "New Challenges for the Expert Witness." The chapter provides a discussion of the important Daubert and Kumho cases heard in the U.S. Supreme Court. Expert witnesses in the fields of valuation and economics may well be faced with challenges to the admissibility of their testimony based on how well it measures up to the application of the scientific method. Professionals will benefit from the juxtaposition of the Daubert principles and the traditional methods for developing valuation and damages opinions.

**Marquette Intellectual Property Law Review**, 2001

*The Economics and Management of Intellectual Property* Ove

Granstrand,2000 This unique book informed by ten years research focuses on intellectual property and charts the global transition towards intellectual capitalism with technology based corporations as prime movers The book gives a comprehensive overview of the history and fundamentals of intellectual property as well as a textbook introduction to the field The book sheds new light on the economics and management of intellectual property in large corporations in Europe Japan and the US Special emphasis is given to strategies for the acquisition and commercialization of new technologies patent strategies and strategies for secrecy and trademark technology intelligence and corporate management of intellectual property It includes an in depth study of leading large corporations in Japan including Canon Hitachi Toshiba and Sony In conclusion it explores the possible evolution of intellectual property management towards a distributed intellectual capital management in the context of a wider transition to intellectual capitalism fueled by new technologies in general and new infocom technologies in particular The book will have particular appeal to practitioners such as managers economists engineers and lawyers as well as students and scholars of industrial organization economics of innovation and technical change and management of technology *Library & Information Science Abstracts* ,2006 **Intellectual Property Management in Health and Agricultural Innovation** Anatole F. Krattiger,2007 Invaluable book for anyone seeking to use intellectual property strategically and put intellectual property to work When effectively and ethically managed intellectual property can accelerate the development of lifesaving poverty alleviating innovations and provide access to them

**Imaging World** ,1999 *SERVSIG Services Research Conference* ,1999 Law & Business Directory of Intellectual Property Attorneys ,1993 **Documentation Abstracts** ,2001

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