

# 1. What qualification, if any, will the professional representative need to act before the IP office?

<b>Proposal</b>	<b>Vote</b>
<b>Qualifications will be necessary in 20 years</b>	<b>Y</b>
<b>Education institutions will be involved as independent certifiers</b>	<b>Y</b>
<b>There will be less reliance on formal examinations</b>	<b>N</b>
<b>There will be a requirement for higher technical qualifications</b>	<b>Y</b>
<b>An expanded range of core competencies will be required</b>	<b>Y</b>
<b>Mandatory “on-job” experience</b>	<b>M</b>
<b>Expanded knowledge about other jurisdictions needed</b>	<b>M</b>
<b>“Validation of experience” (qualification by experience) possible</b>	<b>N</b>
<b>Reduced standard for qualification to increase numbers of attorneys</b>	<b>N</b>
<b>Dual qualification (national/EPO) will continue in Europe</b>	<b>Y</b>
<b>Requirement for continuing professional development (CPD)</b>	<b>Y</b>
<b>Combined professionals (patent attorney and say finance/business)</b>	<b>M</b>
<b>Qualification in business subjects will be necessary</b>	<b>N</b>
<b>Qualification in general legal subjects (admin. law) will be necessary</b>	<b>Y</b>

# 1. What qualification, if any, will the professional representative need to act before the IP office?

<b>Proposal</b>	<b>Vote</b>
<b>IPO examiners will be required to pass the same examination</b>	<b>N</b>
<b>Less requirement for qualification (left to market forces)</b>	<b>D</b>
<b>Ability to express the value of IP in business terms</b>	<b>Y</b>
<b>Litigation training</b>	<b>Y</b>
<b>Attorneys at law will be qualified to act as patent/trademark attorney</b>	<b>N</b>
<b>No qualification required (iPhone app)</b>	<b>N</b>

## 2. What will our businesses do?

<b>Proposal</b>	<b>Vote</b>
<b>Core – drafting filing prosecuting applications/opposition/litigation</b>	<b>Y</b>
<b>Increased use of technical aids (software)</b>	<b>Y</b>
<b>Risk minimisation strategies</b>	<b>Y</b>
<b>Business strategy advice</b>	<b>Y</b>
<b>Assisting innovators to get products to market – technical partnering</b>	<b>N</b>
<b>Multidisciplinary firms (accountancy/legal/IP)</b>	<b>M</b>
<b>Less paralegal/admin</b>	<b>N</b>
<b>Employment of marketing experts</b>	<b>M</b>
<b>Niche firms specialising in specific areas</b>	<b>Y</b>
<b>Large firms broadly based</b>	<b>Y</b>
<b>Less medium sized firms</b>	<b>N</b>
<b>More commoditisation of IP by non-attorney professionals</b>	<b>Y</b>
<b>Most attorneys will not be able to be “in the board room”</b>	<b>Y</b>
<b>Templates for response to official actions – automated responses</b>	<b>N</b>

## 2. What will our businesses do?

<b>Proposal</b>	<b>Vote</b>
<b>More synergistic arrangements with service providers (searching/back office)</b>	<b>Y</b>
<b>Templates for response to official actions – more complex responses</b>	<b>-</b>
<b>Increased working at home</b>	<b>Y</b>
<b>Smaller physical office space</b>	<b>Y</b>
<b>More leverage through use of paralegals</b>	<b>M</b>
<b>More leverage by defining categories of attorney within a firm</b>	<b>M</b>
<b>Specific client market intelligence capability</b>	<b>Y</b>
<b>More global teams working together</b>	<b>Y</b>
<b>Small firms giving general advice on use of IP (non-attorney)</b>	<b>N</b>
<b>Firms investing in client companies (e.g. start ups)</b>	<b>N</b>
<b>Bifurcation of work (high volume/low profit and vice versa)</b>	<b>Y</b>
<b>More aggressive marketing (inevitable but perhaps not desired)</b>	<b>Y</b>
<b>Investment in service providers by our businesses</b>	<b>M</b>
<b>More use of automated tools</b>	<b>-</b>





### 3. Where, how and before what will we be entitled to practice?

<b>Proposal</b>	<b>Vote</b>
<b>More mutual recognition of right to practice (e.g. NZ/Aus)</b>	<b>Y</b>
<b>Increased geographical reach (physical presence)</b>	<b>M</b>
<b>More IP firm mergers/alliances</b>	<b>Y</b>
<b>More IP firms raising capital for expansion on public markets</b>	<b>N</b>
<b>More focus on domestic clients</b>	<b>Y</b>
<b>Increased practice in “simple” matters in other jurisdictions</b>	<b>Y</b>
<b>EP attorneys practicing before the UPC</b>	<b>Y</b>
<b>Local address for service requirement will remain</b>	<b>N</b>
<b>Increase in regional patent offices and their coverage</b>	<b>Y</b>
<b>IP5/PCT/regional patents will assist in central prosecution</b>	<b>Y</b>
<b>IP offices will define representation rights of IP professionals</b>	<b>N</b>
<b>Industry will appoint a common representative</b>	<b>N</b>
<b>Erosion of ancillary services (maintenance fees/search)</b>	<b>Y</b>
<b>Increased use of technology to overcome language requirements</b>	<b>Y</b>
<b>Have the right of audience in court though IP attorney qualification</b>	<b>Y</b>

### 3. Where, how and before what will we be entitled to practice?

Proposal	Vote
Competition from IP offices	Y
English will become the international language of patents	M



## 4. What steps should FICPI take to prepare the profession for this environment?

<b>Proposal</b>	<b>Vote</b>
<b>Direct involvement with society as a whole</b>	<b>Y</b>
<b>Assist professionals develop the additional skills they will require</b>	<b>Y</b>
<b>Continue the lobbying/involvement with politicians</b>	<b>Y</b>
<b>Stronger alliances with sister organisations</b>	<b>Y</b>
<b>Increase our membership</b>	<b>Y</b>
<b>Widen the criterion for membership</b>	<b>N</b>
<b>Consider ethical considerations (gatekeeper/standard setting)</b>	<b>Y</b>
<b>Inform IPOs of diverse practices in other countries</b>	<b>Y</b>
<b>Open membership to trademark attorneys</b>	<b>Y</b>
<b>More involvement in policy making</b>	<b>Y</b>
<b>Focus on international aspects of our profession (rather than national)</b>	<b>Y</b>
<b>Focus on demographics (age profile of the organisation)</b>	<b>Y</b>
<b>Assist countries where IP development is rudimentary</b>	<b>Y</b>



#### **4. What steps should FICPI take to prepare the profession for this environment?**

<b>Proposal</b>	<b>Vote</b>
<b>Embrace industry more</b>	<b>N</b>
<b>Improve public knowledge of our profession</b>	<b>Y</b>
<b>Lobby for harmonisation of qualifications</b>	<b>Y</b>
<b>Further the development of technology developments/take the lead</b>	<b>M</b>
<b>Push for CPD in countries where it does not exist</b>	<b>Y</b>
<b>IP people should own the majority of shares in a firm</b>	<b>Y</b>