



**DELTA PATENTS**

Training for Patent Professionals

**EQE PAPER AB EM  
3-DAY  
METHODOLOGY  
COURSE**

# DELTAPATENTS WELCOMES YOU

## Why DeltaPatents?

DeltaPatents is a **patent attorney firm** based in the Netherlands with a passion for quality. We provide the highest quality advice and service to public and private companies at various stages of growth from start-up to Fortune 500. All our patent specialists have a deep technological knowledge and extensive industrial experience at companies like Philips, NXP, ASML, AstraZeneca and Shell. Through our education activities, we stay ahead in terms of law changes, case law and procedural requirements.

We are proud to be a leading training organization for the **European Qualifying Examination (EQE)**. Our renowned courses can be followed throughout Europe. We are the only training organization with a complete range of courses and high quality training material for the EQE. The knowledge and experience gained during more than a decade of EQE training provides a solid basis for our comprehensive range of training courses in different areas. We offer **Continuing Education of Patent Attorneys** (e.g. patent law update course, a Unitary Patent course, and various IP master classes). For **R&D** (R&D managers, researchers, developers, inventors, entrepreneurs, IP management, IP coordinators and tech-transfer officers), we provide targeted IP tutorials, a Portfolio and Strategy course, and several workshops.

*“It was a pleasure to study with such a skilled and nice instructor”*

Our **blogs** keep you up-to-date on the EQE, European patent law, in particular case law, and progress of the Unitary Patent Court (UPC) and the Unified Patent.



In 2006 we started **training IP support staff**, culminating in a full training program preparing for the official Dutch Formalities Officers exam. The training modules are now offered throughout Europe.

Our training focuses on giving insight and understanding, and ensuring that the acquired knowledge can be practically applied. Unique for DeltaPatents is that we thoroughly train and guide our tutors. For our tutors, training is a profession, mastered by teamwork and frequent involvement in courses. We take feedback of attendants seriously and act on it. For us, quality and customer satisfaction are essential.

## DeltaPatents' personal touch

We believe in teaching and treating candidates with a personal touch. You will be trained in small groups, giving ample opportunity to discuss unclear issues in more detail and get personal assistance.

Hospitality is important to us. For candidates staying in Eindhoven for a couple of days, we always organize a social event, such as a dinner or a trip to a local place of interest. We welcome contact (e.g. via e-mail, telephone or video chat) with our tutors to ask follow-up questions, to clarify course materials or to report mistakes.





# EQE PAPER AB EM

## 3-DAY METHODOLOGY COURSE

### Objective

The 3-day course aims to give candidates an insight into how to handle a paper A (drafting) and/or a paper B (answering a communication) of the European Qualifying Examination.

By the end of the course the candidates will have learnt how to analyse the prior art and clients letter to define novel, inventive and clear claims which provide the client with maximum protection for paper A. For paper B, the candidates will have learnt how to analyse the prior art, client's letter, the application as filed and the communication to define novel, inventive and clear claims which provide the client with maximum protection. Candidates will be able to identify important hints in the papers leading to the intended solution, and will be able to draft claims and an introductory description in a structured manner for paper A. For paper B, the candidates will be able to amend the claims, and to answer the communication.

### Changes since EQE 2013 for Paper B

In 2013 the style of the Paper B exam has changed. In our courses we work with B papers adapted to the new style.

### Course concept

This course is divided in 2 parts:

- 1,5 day paper A (first day and second day morning)
- 1,5 day paper B (second day afternoon and third day)

An overview will be given of how Papers A and B have developed through the years.

For Paper A we will explain which (in-)dependent claims are expected and how to find the formulation.

For paper B we will explain how you are expected to deal with the proposal of the client and the in-depth argumentation required for arguing the basis for the amendment and inventive step using the problem-solution approach.

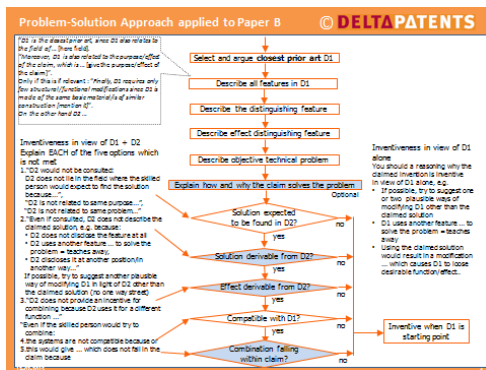
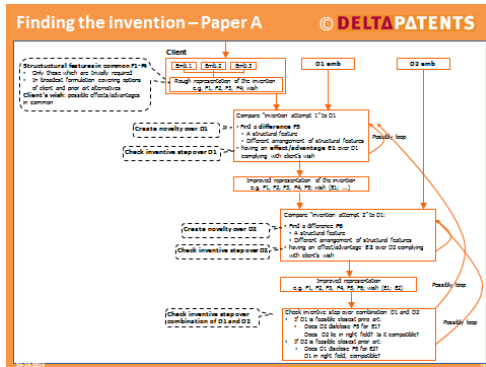
During both 1,5 days we will teach a methodology and show how to apply this methodology on the papers.





## Highlights of the course

The course material handed out comprises many unique flow-charts illustrating the structured approach.



The methodology provides a workflow in which the documents are processed efficiently thereby leading to the intended solution of the paper.

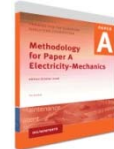
## Topics included

The following topics are covered:

- Paper A:
  - Main legal background: scope of protection, novelty, clarity, claim categories, and unity.
  - Finding and drafting the independent claim: elimination of option, finding commonalities and essential features, determining effects, finding the formulation
  - Drafting dependent claims
  - Drafting the introductory part of the description
- Paper B:
  - Main legal background for paper B: problem-solution approach, added subject-matter tests
  - Dealing with the client's letter and proposed claims
  - Finding the desired claims
  - Drafting the response to the EPO for paper B, focussing on arguing the basis for the amended claims and inventive step

## Training material

A comprehensive set of high quality, up-to-date training materials will be provided with a binder including:



- approximately 200 overhead sheets introducing and explaining how to tackle the A and B exam papers
- methodology for paper A E-M book, including an in depth analysis and model solution
- methodology for paper B E-M book, including an in depth analysis and model solution

## Who should attend?

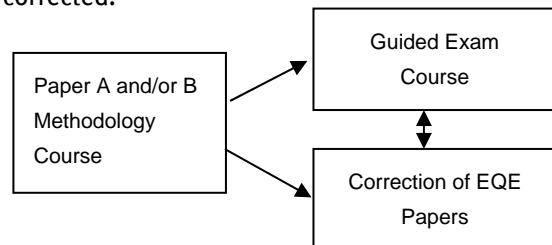
The course is aimed at candidates preparing for the European Qualifying Examination. It is suitable for both first-time sitters as well as for re-sitters. A basic knowledge of the EPC is recommended.

## Only interested in Paper A or Paper B?

The course concept makes it possible to only attend the Paper A part or Paper B part of this course. On the first full day and the second morning the Paper A part is scheduled. On the second day afternoon and the third full day the Paper B part is scheduled.

## Subsequent training

This course can be complemented by the 3-day Paper AB Guided Exam Course and by having papers corrected.



A whole range of additional training material for Paper AB E-M and the other EQE papers is available separately.

Detailed brochures for each of those courses and additional material can be downloaded from [www.deltapatents.com](http://www.deltapatents.com).



## Course language

All materials and tuition will be in English.

## Attendance limited to 15-18

A maximum of approximately 15-18 students can take part in the course. This limitation will give the tutor the opportunity to discuss unclear issues in more detail and to provide personal assistance when practicing the cases and completing the recent papers A and B.

## Certificate

A candidate will receive a certificate after attending the course.

## Registration courses

The price of the **“3-day Paper A and B E-M Methodology Course”** in the Netherlands is **€1.135** (excluding 21% VAT). The price for this course in Denmark, Sweden and/or Germany is **€1.395** (excluding 21% VAT).

The price of the **“1,5 day Paper A or 1,5 day Paper B E-M Methodology course”** in the Netherlands is **€625** (excluding 21% VAT). The price of the **“1,5 day Paper A or 1,5 day Paper B E-M Methodology course”** in Denmark, Sweden and/or Germany is **€765**. Prices include tuition, course materials, refreshments and lunches.

An administrative fee of €125 is charged for every booking.

If more than one course is booked at the same time, only one administrative fee of €125 will be charged. Please register online or use the form in this brochure.

## Important information regarding course location

This course is offered at various locations in Europe, but we cannot guarantee that we can definitely confirm the course at all locations. At least 8 participants must register to definitely confirm. If we do not reach this number, we will ask participants to attend the same course in Eindhoven (NL).

## Cancellation policy

Please check our website ([www.deltapatents.com](http://www.deltapatents.com)) for our cancellation policy.



EP-wide in-house training

## Training locations

We do not only provide training in our base in Eindhoven, the Netherlands, but many of our training modules are available at several locations in Europe to minimize your travel costs.

## In-house training

All courses can also be given in-house. If required, a module can be tailored to your local organizational needs. Please contact us if you are interested in inviting us to your office.



**“I RECEIVED VERY VALUABLE TOOLS AND INSIGHTS THAT I AM SURE WILL HELP ME IN BEING SUCCESSFUL AT THE EXAM.”**



**Jelle Hoekstra**  
DeltaPatents



**Sander van Rijnsouw**  
DeltaPatents



**Ton Sterken**  
DeltaPatents



**Karel Riem**  
DeltaPatents

## Meet the Tutors

- **Jelle Hoekstra** is founding partner of DeltaPatents, and an experienced tutor. He is author of the book “Methodology for Paper C” and contributor to the DeltaPatents’ books “Main Exam Questions for Paper D” and “Basic Legal Questions”. He is also the author of the book “References to the European Patent Convention” ([www.hoekstradoc.nl](http://www.hoekstradoc.nl)).
- **Sander van Rijnsouw** is an experienced tutor and experienced patent attorney at DeltaPatents.
- **Ton Sterken** is patent attorney and (retired) founding partner of DeltaPatents, and an experienced tutor. He is one of the tutors in the practical sessions of the Dutch patent attorney training.
- **Karel Riem** is a founding partner of DeltaPatents, and an experienced tutor.



**Mieke Zonjee**

## Contact

For more information please visit the DeltaPatents website ([www.deltapatents.com](http://www.deltapatents.com)) or contact Mieke Zonjee at DeltaPatents ([training@deltapatents.com](mailto:training@deltapatents.com)).



# REGISTRATION FORM

FOR COURSES OFFERED IN THE NETHERLANDS, DENMARK, FRANCE, GERMANY, ITALY, SWEDEN AND UK

You may register by **fax** + 31 40 2366708 **mail** DeltaPatents B.V., Fellenoord 370, 5611 ZL Eindhoven, the Netherlands

**website** www.deltapatents.com **e-mail** training@deltapatents.com

name

company

address

billing-address (if different)

billing e-mail or phone

purchase order

VAT-number

tel. no.

e-mail address

First price mentioned is for courses in the Netherlands, second price mentioned is for courses in Denmark, France, Germany, Italy, Sweden and UK. A registration fee of €125 (for a 1-day course €65) is charged for each booking. If more than one course is booked at the same time, only one administrative fee of €125 will be charged. All prices are exclusive of 21% VAT. No VAT will be charged if a VAT-number is provided on this form.

Paper A/B	<input type="checkbox"/> 3-day A & B Methodology €1.135/€1.395	Date:
Electricity	<input type="checkbox"/> 1,5 day A Methodology €625/€765	
Mechanics	<input type="checkbox"/> 1,5 day B Methodology €625/€765	
	<input type="checkbox"/> 3-day A & B Guided course €1.390/€1.650	
	<input type="checkbox"/> 1,5 day A Guided course €765/€910	
	<input type="checkbox"/> 1,5 day B Guided course €765/€910	
	<input type="checkbox"/> 6-day A & B Integrated Training: 3-day Methodology and 3-day Guided Exam €2.525/€3.045	
Paper A/B	<input type="checkbox"/> 2-day A & B Methodology €940/€1.150	Date:
Chemistry	<input type="checkbox"/> 1-day A Methodology €515/€675	
	<input type="checkbox"/> 1-day B Methodology €515/€675	
	<input type="checkbox"/> 3-day A & B Guided course €1.390/€1.650	
	<input type="checkbox"/> 1,5 day A Guided course €765/€910	
	<input type="checkbox"/> 1,5 day B Guided course €765/€910	
	<input type="checkbox"/> 5-day A & B Integrated Training: 2-day Methodology and 3-day Guided Exam €2.330/€2.800	
Paper C	<input type="checkbox"/> 3-day C Methodology €1.135/€1.395	Date:
	<input type="checkbox"/> 2-day C Guided Course €1.025/€1.235	
	<input type="checkbox"/> 5-day C Integrated Training: 3-day Methodology and 2-day Guided Exam €2.160/€2.630	
Paper D	<input type="checkbox"/> 3-day D (DI – DII) Methodology €1.135/€1.395	<input type="checkbox"/> English <input type="checkbox"/> German Date:
	<input type="checkbox"/> 2-day D (DI – DII) Guided Course €1.075/€1.285	
	<input type="checkbox"/> 5-day D Integrated Training: 3-day Methodology and 2-day Guided Exam €2.210/€2.680	
	<input type="checkbox"/> 4-day D Guided Trial Run €1.510/€1.820	<input type="checkbox"/> English <input type="checkbox"/> German
	<input type="checkbox"/> 5-day D Guided Trial Run (incl. D Methodology crash) €1.890/€2.250	<input type="checkbox"/> English <input type="checkbox"/> German

**Cancellation policy: please check our website for our cancellation policy**