



**DELTA PATENTS**

Training for Patent Professionals

In cooperation with Patent Çare

**EQE MAIN EXAM  
3-DAY PAPER C &  
3-DAY PAPER D  
METHODOLOGY  
COURSES  
IN TURKEY**

# 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 offer 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, Case Law, Patent Procedure, Unitary Patent and Dutch IP Law.



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' partners

DeltaPatents is proud to cooperate with leading patent firms and industrial patent departments in providing training throughout Europe. We are very happy with Baque IP as our partner in Paris, Toulouse and Lyon (FR), with Patpol as our partner in Warszawa (PL), and with Patent Çare as our partner in Istanbul (TR).



## 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 C

## 3-DAY METHODOLOGY COURSE

### Objective

The 3-day methodology course aims to give the candidates an insight into how to scrutinize an opposition paper of the European Qualifying Examination. By the end of the course the candidates will have learnt how to analyse a client's letter and efficiently extract and administrate information in the patent in suit and in the prior art. Candidates will be able to identify the important attacks and execute those attacks in a structured manner with the aim of scoring a sufficient number of marks in the available time. Time management is an integral part of the course.

*“Thank you for developing such an efficient methodology to paper C. The way I see it: if somebody read all of your notes (the big binder) on how to approach paper C, practiced some examples, and then carefully but simply applied the learned methodology during the exam then it is IMPOSSIBLE to not score high. You have created a really amazing approach.”*

### Course Concept

A detailed explanation will be given of the substantive parts of the EPC relevant for paper C, emphasizing topics which regularly appear in recent exams or may be expected. These issues will be introduced using short case studies derived from older C Papers. An overview will be given of how Paper C has developed through the years resulting in an explanation of which attacks and which level of argumentation are normally required. The EPO Guidelines and case law will be used to determine the best way of performing the attacks. The methodology gives further details on how to argue these attacks thoroughly and efficiently. A unique goal oriented searching method is shown which ensures a time efficient analysis of the documents and immediate drafting of the attacks without having to record an excessive amount of information in matrices or work sheets. One EQE C paper will be integrated into the 3-day programme to illustrate and apply the tactics to a real situation.

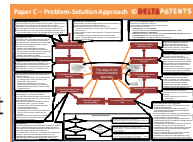


## Highlights of our course

A **unique set of A3-size flow-charts** is handed out illustrating an optimal sequence for checking the various issues and providing sample sentences for use in the Facts and Arguments.



A **unique 10-step problem-solution approach** has been developed to ensure that the right closest prior art is selected and combined with the right secondary document. The approach avoids making incompatible combinations and deals with teachings-away. Sample sentences are provided. A **unique goal oriented searching method** has been developed to ensure that the candidate analyzes the documents efficiently, identifies the 'must-have' attacks fast and immediately drafts the attacks without being side-tracked. The newly developed search method avoids having to record excessive and time-consuming amounts of information in matrices or work sheets.



## Topics included

The following topics are covered:

- An overview of how Paper C has developed through the years, expected attacks and level of argumentation
- Legal background: priority, added subject-matter, claim interpretation, state of the art, novelty and inventive step
- Analyzing the client's letter
- Analyzing the patent to be opposed (claim interpretation, claimed objects, effects and definitions of features)
- Determining the effective dates of the claims, making a time line, solving and arguing any priority issue (same invention, 1<sup>st</sup> application issue, various tests)
- Establishing the state-of-the-art, dealing with European prior rights
- Recognising and dealing with added subject-matter attacks on the description and the claims; detailed explanation of the various test
- Identifying and performing novelty attacks based on European prior rights under Art.54(3)
- Identifying for each claimed embodiment the relevant sections of the Art.54(2) prior art documents and performing the 'must-have' attack(s) under novelty or inventive step
- Finalizing the Notice of Opposition form
- Time efficient analysis of the documents and recording of information

*"The course is very well structured in a systematic way, easy to follow, step to step. I feel I learnt a lot these 3 days."*

## Training Material

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



Over 400 overhead sheets introducing and explaining how to tackle the C exam.



- A book entitled "Methodology for Paper C", of almost 400 pages, including over 70 figures, 17 flow-charts, 6 A3 flow-charts, and a template for recording information according to the goal oriented searching method



- The paper that will be practiced and an analysis/model solution. The analysis/model solution also demonstrates how the goal oriented searching method and the tactics have been applied for the specific paper.

The copyrighted course material is provided for the personal use of the participants, who are asked not to make reproductions without permission.

## 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.

*"I'm happy to inform you I have finally passed the C exam with success .... After having failed 4 times ... Your training was really like "a click". I have a single regret ...not having followed earlier your courses!"*

## Methodology Course for Re-Sitters

This course is also offered targeted at re-sitters. The C methodology is practiced using the EQE 2015 C paper so that re-sitters can figure out where they went wrong. Check our website for dates and location.

## Correction of EQE papers

The feedback from the examination committees is not enough to figure out where you lost points. We offer correction of several recent EQE C papers, providing individual comments, suggestions for improvement, a detailed marking sheet and our own model solutions.



# EQE PAPER D

## 3-DAY METHODOLOGY COURSE

### Objective

You need to understand your strengths and weaknesses, and to prepare accordingly. A good pass is possible by scoring 75% of the available points for 75% of the legal issues. By the end of this course, you will understand how to score high points on D for the things that you know and the things you do well. You will understand what must be handed-in to get points, and you will have practiced a proven approach for generating answers. We will discuss alternative answers and different styles that can also score points. You will also be given many rules-of-thumb to guide this approach, based on our many years of EQE experience. We will also provide practical tips about how to organize your reference materials, how to study, what to take to the exam and how to divide your time between DI and DII parts.

### Objective for DI

By the end of this course, you will be able to optimize the points you can score with your level of legal

knowledge. Crucial to success in the D paper is sufficient in-depth legal knowledge. You will practice finding things quickly in your books, and applying your legal knowledge to the facts given to get a good answer. You will compare your answers with our examples, and with the answers of other participants, to better understand the legal arguments required for each question, and the legal basis that is sufficient for points.

### Objective for DII

Even a very high degree of competence in DI is not enough to score high points on DII. With an average score of 20 out of 60 points, this is the most difficult part and often the reason for failing. By the end of this course, you will have practiced a step-by-step approach that has been proven to work on all recent papers, without hindsight of the answer and without knowledge of the official examiners' report. You will practice combining your legal knowledge with this approach to produce a high-scoring DII answer.



## Course Concept

Competing courses often concentrate on explaining and defending the EQE Compendium answer – this can help the legal understanding, but it does not give the tools to produce a comparable answer yourself. Our approach addresses the problem you will face on next year's exam – starting from a DI or DII question, how do you produce a good answer in the time available?

DeltaPatents' new DI and DII methodologies have been developed and tested using the comments and experiences of many former candidates.

1-day is spent on DI, where the theory and practice of tackling DI are taught using past DI questions. Each participant attempts the questions, followed by a detailed analysis by the tutor and group discussions. In particular, the answers are dissected to see why some comments are included, and why others are not.

The DII methodology is taught using cases derived from past papers during the remaining 2-days. The cases represent frequently-recurring aspects, and illustrate the tools available to extract and organize the information, to recognize what is important and to incorporate point-scoring comments in the final answer. The skills are then applied step-by-step to a recent DII paper, with regular group discussions to explore different opinions and approaches. Examples, worksheets and flowcharts are provided, so that the steps are clear and consistent.

*“This course should be mandatory!”*

## Course Highlights

- A unique approach of guiding the candidate from DI and DII questions to a high-scoring answer, without hindsight of the official EQE compendium.
- DeltaPatents' DI model solutions, showing interpretation of the question, an approach to answering and the resulting high-scoring answer complete with annotations.
- Exclusive practical cases based on past DII papers, to stimulate both individual and group participation. Each case is selected to illustrate one or more steps of the methodology.
- Step-by-step guidance through a full DII paper, illustrating how the tools and techniques can be used in practice.
- Full documentation, including further explanation of the methodology, additional DI and DII exercises, lists of materials to take to the EQE and DeltaPatents' own solutions to the DI questions and DII cases and papers.

## Topics included

The following topics are covered:

### General

- How to prepare for the D paper
- Time management
- Styles and detail of answering

### DI-specific

- Reading and analyzing the question
- Sufficient legal basis
- When is something relevant or not relevant

### DII-specific

- Analyzing the client's letter
- Organizing the information using tools such as a timeline
- Dealing with recurring problems such as public disclosure dates, invalid priorities, “first application”, insufficiency of disclosure
- Advising the client and improving his position
- Recognizing threats from the competitor

## Training Material

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

- More than 400 overhead sheets introducing and explaining how to tackle DI and DII.
- “D methodology book”, explaining the background, providing additional tools and more in-depth explanation.
- Materials for use at the EQE, including methodology flowcharts for DI and DII.
- Checklists, and examples of phrasing, to be used when writing your answer to DII.
- DeltaPatents' own model solutions for the DI and DII papers practiced. Initially based on past EQE papers, they have been fully updated to incorporate the latest legal changes, and demonstrate how the DeltaPatents' methodology has been applied, and discuss alternative answers.



The copyrighted course material is provided for the personal use of the participants, who are asked not to make reproductions without permission.

All materials have been updated, where necessary, to the legal situation on 31 December 2015.

## D papers used in this course

For the DI part, we will use selected questions from the 2004 and 2005 papers. For the DII part, we will use the papers from 2005 and 2006. All these papers have been adapted to the current 5 hour format.



## Who should attend?

The course is aimed at participants preparing for the EQE. Participants are expected to have reached an advanced stage in their own preparations (e.g. a completed “CEIPI Basic Training Course on European patent law”). It is suitable for both first-time sitters as well as for re-sitters as it uses older DI and DII papers to practice the methodology.

*“I received very valuable tools and insights that I am sure will help me in being successful at the exam.”*

## Methodology Course for Re-Sitters

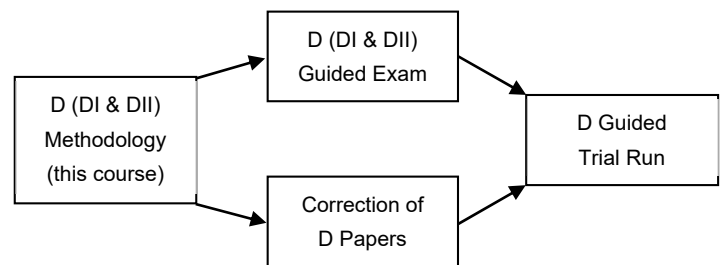
Some of the courses will be adapted for re-sitters. The DI and DII Methodology are practiced using the EQE 2016 D paper so that re-sitters can figure out where they went wrong. At the end of the course, each candidate will know the areas that need to be improved for a better performance. The date and location of re-sitters courses can be found at [www.deltapatents.com](http://www.deltapatents.com).

## Subsequent training and practice

This course teaches a basic methodology. To use it efficiently on the EQE, you need to practice it, and where necessary, adapt it to your knowledge, style and reference materials. We recommend further practice on at least 3 D papers (DI and DII parts).

We offer suitable DI and DII practice during our:

- **2-Day Paper DI and DII Guided Exam** (*strict condition: you must have followed the 3-day Methodology course*)
- **5-Day Paper D Guided Trial Run** (including 1-day Paper D Methodology crash course)
- **Correction of EQE Papers program**, using updated exam papers



All of our D training and model solutions are based upon this methodology. It is therefore highly recommended to follow the DI and DII Methodology course before doing the other training.

Detailed brochures for these courses can be downloaded from [www.deltapatents.com](http://www.deltapatents.com).





## Course Location and dates

In 2016, these special 3-day Paper C and Paper D Methodology courses are scheduled at the Patent Çare office in Istanbul (TR).



Course dates are:

- Paper C Methodology: 28 – 29 – 30 September 2016
- Paper D Methodology: 28 – 29 - 30 November 2016

## Course Language

All material and tuition will be in English.

## Attendance Limited to 20

A maximum of approximately 20 participants can take part in the course – the maximum will depend on the exact location. This limitation will give the tutor the opportunity to interact optimally with the candidates, to discuss unclear issues in more detail and to provide personal assistance during the practicing of questions.

## When will we confirm?

We need a minimum of 8 participants to definitely confirm.

## Registration

The special price of the “3-day Paper C Methodology in Turkey” is € 1.140.

The special price of the “3-day Paper D Methodology in Turkey” is € 1.140.

This special price can be offered because of the lower costs of course accommodation in view of the course being given in-house and the lower cost for travel, hotel and general cost of staying in Turkey compared to most other countries where this same course is also given.

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.

## Cancellation policy

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



## 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.

## Partner firms and organisations

Some of our courses are given in cooperation with other patent attorney firms, in partnership or as our host. We are happy and proud to cooperate with leading patent firms and industry to welcome not only their own candidates, but also candidates from other patent firms and industries. Our partners include Baque IP in France, Patpol in Poland and Patent Çare in Turkey.

## 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







**“VERY HELPFUL AND  
MOTIVATED  
PEOPLE, WHICH  
GIVES A VERY  
INTERESTING AND  
WARM FEELING  
DURING THE  
COURSE”**



**Roel van Woudenberg**  
DeltaPatents



**Jelle Hoekstra**  
DeltaPatents



**Pete Pollard**  
DeltaPatents



**Nico Cordes**  
DeltaPatents



**Sander van Rijnsouw**  
DeltaPatents



**Joeri Beetz**  
CNH

## Meet the Tutors

- **Roel van Woudenberg** is an experienced tutor and patent attorney at DeltaPatents. He is major contributor to the DeltaPatents' books "Basic Legal Questions for Pre-Exam and Paper D", "Main Exam Questions for Paper D" "Pre-Exam Practice". He is also a contributor to the updated D papers and our D Model Solutions. Roel is the coordinating tutor for DeltaPatents' Pre-Exam courses, and the coordinator of the DeltaPatents' EQE blogs.
- **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 book".  
He is also the author of the book "References to the European Patent Convention" ([www.hoekstradoc.nl](http://www.hoekstradoc.nl)).
- **Pete Pollard** is partner at DeltaPatents, and an experienced tutor. He is a major contributor to the DeltaPatents' books "Main Exam Questions for Paper D" and the "Basic Legal Questions".
- **Nico Cordes** is an experienced tutor and patent attorney at DeltaPatents. He is a contributor to DeltaPatents' "Pre-Exam book".
- **Sander van Rijnsouw** is an experienced tutor and associate partner at DeltaPatents.
- **Joeri Beetz** is an experienced tutor and European patent attorney at CNH (Belgium).



**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 ISTANBUL, TURKEY

You may register by **fax** + 31 40 2366708 **mail** DeltaPatents B.V., Fellenoord 370, 5611 ZL Eindhoven, the Netherlands  
**website** [www.deltapatents.com](http://www.deltapatents.com) **e-mail** [training@deltapatents.com](mailto:training@deltapatents.com)

---

name

company

address

billing-address (if different)

billing e-mail or phone

purchase order

VAT-number

tel. no.

e-mail address

A registration fee of € 125 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.

---

3-day C  **Istanbul (TR) € 1.140**  
Methodology 28 – 29 – 30 September 2016  
In Turkey

---

3-day D  **Istanbul (TR) € 1.140**  
Methodology 28 – 30 November 2016  
in Turkey

---

Cancellation policy: please check our website ([www.deltapatents.com](http://www.deltapatents.com)) of our cancellation policy