



**DELTA PATENTS**

Training for Patent Professionals

**EQE PAPER B  
2-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 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 procedures, Unitary Patent and Dutch IP News.



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 B

## 2-DAY METHODOLOGY COURSE

### Objective

The 2-day course aims to give candidates an insight into how to handle 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, 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 amend the claims, and to answer the communication.

### Changes at the EQE 2017<sup>1</sup>

Until the EQE 2016 for the B part a choice is given between Electricity-Mechanics and Chemistry. Starting at the EQE 2017 a single paper B will be examined, covering both technical fields.

### Course Concept

An overview will be given of how Paper B has developed through the years.

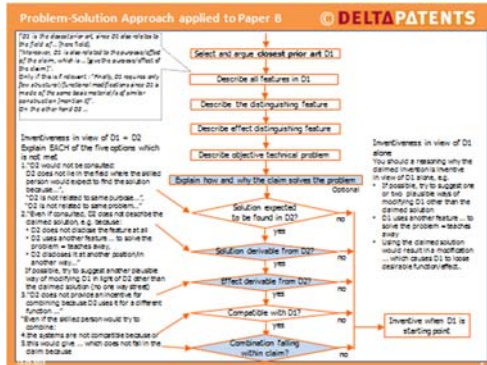
For paper B we will explain how you are expected to deal with the proposal of the client and the in-depth argumentation required for arguing the basis for the amendment and inventive step using the problem-solution approach.

We will teach a methodology and show how to apply this methodology on new style papers and cases.



## 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.

The B 2017 exam paper will be used in this course.

## Topics included

The following topics are covered:

- 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
  - Practicing mock exams and cases
  - Practice the B 2017 exam paper

## 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
- new style exam papers and short cases from both technical fields to get familiar with chemistry as well as electricity-mechanics aspects of the papers



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

## Preparing for Paper A and Paper B?

Then you can attend our 4-day Paper AB Methodology course.

## 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.

## Subsequent training

This year (EQE 2018) we only offer a methodology course for Paper A and B.





## Course language

All materials and tuition will be in English.

## Attendance limited to 20

A maximum of approximately 20 students can take part in the course. This limitation will give the tutor the opportunity to discuss unclear issues in more detail and provide personal assistance during the practicing of the cases and the paper.

## Certificate

A candidate will receive a certificate after attending the course.

## Registration courses

The price of the “**2-day Paper B Methodology Course**” in the Netherlands is **€ 765** (excluding 21% VAT).

The price for this course in Denmark, France, Germany, Italy, Sweden and U.K. is **€ 920** (excluding 21% VAT). Prices include tuition, course materials, refreshments and lunches.

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

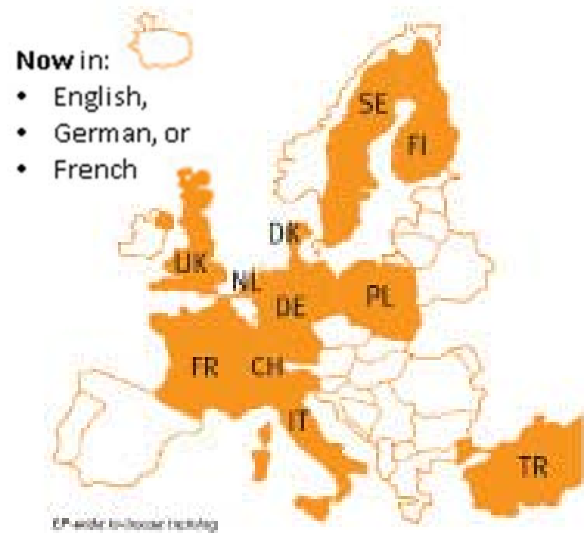
If more than one course is booked at the same time, only one administrative fee of € 125 will be charged. Please register online or use the form in this brochure.

## 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.




## 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



**Grégory Baque**  
Baque IP

## 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 senior patent attorney/associate partner at DeltaPatents.
- **Grégory Baque** is an experienced tutor (e.g. ASPI tutor for 7 years and a Visiting Professor of Fudan University Law School in China). He is an IP Advisor at Baque IP. Until recently, Gregory headed Philips Intellectual Property and Standards in Europe. He is the author of the book “CBE-PCT, a reference about the European Patent Convention and the Patent Cooperation Treaty”.



**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

billing phone number

purchase order

VAT-number

phone number participant (office or private)

mobile phone participant

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  4-day A & B Methodology € 1.530/€ 1.840  
 2-day A Methodology € 765/€ 920  
 2-day B Methodology € 765/€ 920

Date:

Paper C  3-day C Methodology € 1.145/€ 1.405  
 2-day C Guided Course € 1.035/€ 1.245  
 5-day C Full Preparation: 3-day Methodology and 2-day Guided Exam € 2.550

Date:

Paper D  3-day D (DI – DII) Methodology € 1.145/€ 1.405  English  German Date:  
 2-day D (DI – DII) Guided Course € 1.085/€ 1.295  
 5-day D Full Preparation: 3-day Methodology and 2-day Guided Exam € 2.600  
 4-day D Guided Trial Run € 1.530/€ 1.840  English  German  
 5-day D Guided Trial Run (incl. D Methodology crash) € 1.910/€ 2.270  English  German

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