



# **DELTA**PATENTS

Training for Patent Professionals

**EQE PAPER D  
5-DAY  
FULL  
PREPARATION**

# 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 D

## 5-DAY FULL PREPARATION

### Objective on Paper D

This 5-day course combines the DeltaPatents methodology with practicing papers. During the 5 days, 3-day methodology later followed by the 2-day Guided Exam, candidates will work on at least 4 exam papers in total.

For Paper D, 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 on DI methodology

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 on DII methodology

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.





## Objective on D Guided Exam

During your preparation, you need to practice questions and papers to teach yourself how to read questions, to analyse the legal issues, to decide what to write and the detail level of your answer. However, it is difficult to judge your own progress, and comparing your own answers with model answers is not the best way to tune your skills.

By the end of this course, you will have received individual feedback on your progress from the tutor, have more experience in solving D questions and cases efficiently, and have a picture of the areas where you need to improve.

## Course Concept 3-day Methodology

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 Concept 2-day Guided Exam

Prior to the course, a homework D paper is provided, and you hand-in your answer. It will be individually corrected as an EQE paper, and handed back on the first day with a score, suggestions for improvement and a detailed marking sheet. This will give you an idea of where you are in your EQE preparation. The tutor will then guide the group in steps through answering the homework paper, deciding how to divide your time, doing selected DI questions and doing the DII part in full. There will be time to discuss different solutions, how words in the question should be interpreted, how and where to find the answers, how more points could have been scored, and common mistakes.

The rest of the first day will be spent on how to approach a second recent D paper, followed by step-by-step solution of selected DI questions under the guidance of the tutor.

On the second day, the tutor will guide the group in steps through the DII part of the second D paper. Again, regular group discussions allow differences in opinion to be expressed and to share individual knowledge and experience.

## Course Highlights 3-day Methodology

- 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.

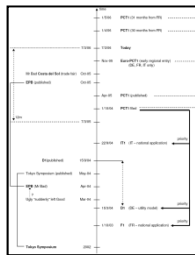
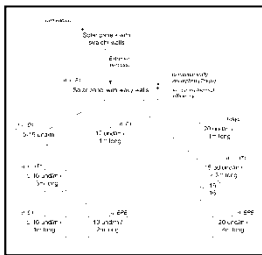


## Course Highlights 2-day Guided Exam

Expert step-by-step guidance through DI and DII parts to better understand how a D paper should be read and answered at the EQE.

DeltaPatents' model solutions, showing interpretation of the question, an approach to answering and the resulting high-scoring answer complete with annotations.

Interactive discussions with a knowledgeable and experienced tutor.



DeltaPatents' own solutions to the DI questions and DII cases.

## Topics included - Methodology

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

## Topics included – Guided Exam

The practical aspects of the following topics are covered:

### General

- How to finalize preparation for the D paper
- Full explanations of any legal issues encountered
- Time management

### DI-specific




- Reading and analyzing the question
- Sufficient legal basis
- Relevant and irrelevant comments

### DII-specific

- Analyzing the client's letter
- 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. 
- 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.
- Overhead sheets summarizing an approach to DI and DII, time management issues, materials to take to the exam, and tips for the exam.
- 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 2017.



## D papers used in this course

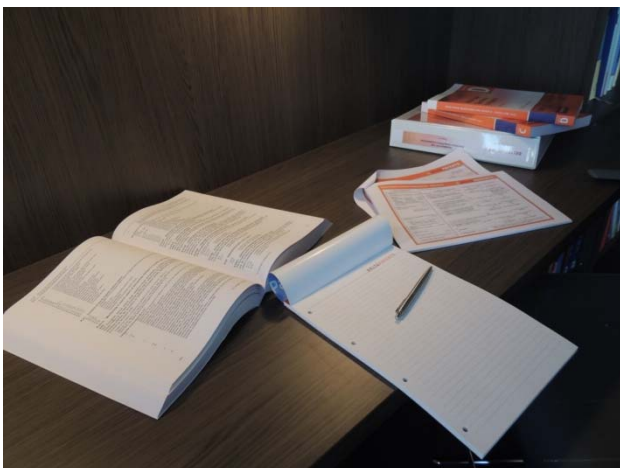
Papers that will be used in the EQE 2018 courses will be announced as soon as possible.

All these papers have been adapted to the current 5,5 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. It is suitable for both first-time sitters as well as for re-sitters.

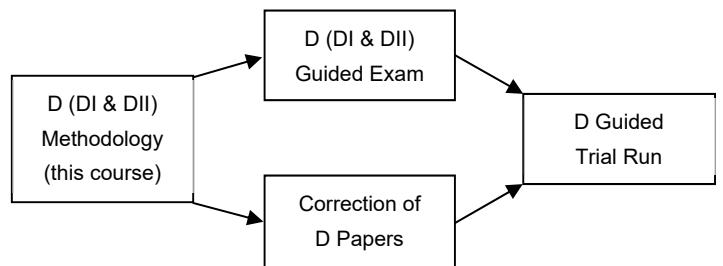
*“I received very valuable tools and insights that I am sure will help me in being successful at the exam.”*



## Subsequent training and practice

After having attended this 5-day course, you should be well prepared for the exam. If you wish to practice more, you can always participate in our:

- **4- or 5-Day Paper D Guided Trial Run** (the 5-day includes 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 language

This course will be given in English in Denmark and Sweden.

## Attendance limited to 20

A maximum of approximately 20 participants 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

All participants will receive a certificate after attending the course.

## Registration courses

The price of the “5-day Paper D Full Preparation” in Denmark and Sweden is € 2.600 (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.



**“THE COURSE  
INCREASES MY  
MOTIVATION TO WORK  
ON THE D-PAPER AND  
HELPS FINDING MY  
WEAK SPOTS.”**





**Roel van Woudenberg**  
DeltaPatents



**Jelle Hoekstra**  
DeltaPatents



**Pete Pollard**  
Salted Patent



**Heide Götz**  
EPO Munich



**Grégory Baque**  
Baque IP

## Meet the Tutors

The training will be given by one of the following tutors:

- **Roel van Woudenberg** is an experienced tutor and patent attorney at DeltaPatents. He is major contributor to the DeltaPatents' books "Basic Legal Questions" and "Main Exam Questions for Paper D".
- **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 an experienced tutor for DeltaPatents for many years now. He was also contributor to the D- and L-book.
- **Heide Götz** is a senior examiner at the EPO in Munich and a tutor. She is involved in a lot of opposition proceedings, regularly contributes to the EPO's "Examination Matters", participates in the organisation of EPO's "Search Matters" and is active in the advanced training of examiners.
- **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 Date:  
 2-day A Methodology € 765/€ 920  
 2-day B Methodology € 765/€ 920

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

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