

**What Am I Missing Here?**

**Thought-Provoking Questions for the Clinical Research Industry**

**By Norman M. Goldfarb**

**216. What's it worth to you?**

Study sponsors and research sites can have difficulty reaching agreement on certain terms in clinical trial agreements. For example, an academic medical center might want joint ownership rights in certain study-related inventions, which can be anathema to the sponsor. Market-based economies have a method for resolving such issues: put a price on them. For example, how much is it worth to the site to obtain the intellectual property rights that it wants? How much is it worth to the sponsor to keep those intellectual property rights for itself? If the parties can agree on a price, they can make the deal. If they can't, they can't. What am I missing here?

**Do you know a better way? Is something getting under your skin? Please send your ideas for future columns to [ngoldfarb@firstclinical.com](mailto:ngoldfarb@firstclinical.com).**

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