One of the key issues that sparked the U.S.–China trade war involves intellectual property (IP). While the focus has been on forced technology transfers as well as outright theft of IP, there is another way in which technology flows into China. Yearly, there are many routine business transactions where a foreign owner of IP willingly and lucratively transfers its IP to China via licensing. The authors of this book have written an exceptional guide for anyone interested in the field of technology licensing to China.

Chapter 1 provides the political and structural background for the transactions as well as the various laws and regulations that apply to licensing. While this may seem at first to be something that should be available freely, the reality is that there is no one ready source to capture all the rules that might apply. Chapter 2 includes some historical insight into how the Chinese government views these transactions. Readers should bear in mind that unlike private enterprises in the United States, China has a strategic plan for the importation as well as domestic development of technology. As noted in chapter 3, any successful transaction must fall under and support the Chinese government
overarching goal of going from a technology importer to self-sufficiency and, ultimately, be a technology innovator. This theme is stressed multiple times in the book. For the reader interested in the rapid development of Chinese academic institutions, where education and commercialization intersect, chapter 4 provides a critique of the current system, which might be most beneficial to the Chinese institutions themselves.

Each of the authors demonstrates firsthand knowledge of the transactions from a different perspective. The most useful parts of the book contain “practical advice,” which should be heeded. The book should serve as a tool even for those experienced in licensing transactions. For those who have not previously dealt with China, the book will provide clear and concise background and analysis to help one navigate this complex field.

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