BIO’s Executive Training Courses support the activity that takes place at our partnering conferences each year by training individuals who are making the deals that drive this industry.

Participants gain an understanding of how companies enter biotech partnering deals, starting with collaborative R&D, and proceed to commercialization of outcomes, offering the necessary skills to increase your partnering success. Courses are taught by experienced business development professionals from leading pharmaceutical and biotechnology firms, and experts from the fields of law, public relations, and academia.

Business Development Fundamentals Course
May 31-June 2, 2019
Introductory-level course designed for professionals new to the life sciences business development field, or for individuals with some experience who are interested in updating their professional skills.

TOPICS COVERED:
- The Role of Intellectual Property In Creating Value
- Strategic Alliances
- Financial Modeling and Valuation in Licensing
- Contracts Used in Licensing (CDAs, MTAs, Sponsored Research Agreements, Definitive Agreements)
- Negotiation and Communication Strategies

Advanced Business Development Course
May 31-June 2, 2019
Designed for business professionals who need to deepen and broaden their knowledge of the field and prepare for a move to a more senior-level role within their organization.

TOPICS COVERED:
- Valuation and Deal Structuring Concepts and Trends
- Advanced Valuation and Decision Analysis
- Select Topics of Advanced Deal Structures
- Market Models, Competition, Cash Flow Estimates
- Case Study Work
- Value Distribution and Terms
- Key Concepts and Building Blocks of a Block Buster Deal
- Trap Doors, Dead Ends, and Other Do’s and Don’ts
- Current Trends in Licensing Deals
Building Value for Your Assets: Communicating with Investors and Partners
June 2, 2019
This practical, half-day workshop is designed for mid to senior executives of life sciences companies to answer the top burning questions on building value for their assets. Whether seeking licensing partners or seeking investors to finance products through development or through commercialization, executives benefit from learning and applying best practices in optimizing a communications strategy. The workshop will feature case studies and interactive exercises.

TOPICS COVERED:
- Creating an Investable Story
- Building a Strategic Communications Roadmap
- Navigating through "Data Deserts" between Catalysts
- Managing Stakeholders' Expectations around Partnered Products
- Expanding Your Investor Base
- Crafting Media Relations and Social Media Message Strategies

Product & Company Valuation
June 2, 2019
Designed to teach a systematic approach to producing a valuation which can be used in investment rounds, mergers/acquisitions, licensing deals or strategic development decisions in the pharma-biotech world. It goes beyond the number-crunching techniques of most consultants and includes difficult to define qualitative factors which shape the risk profile of the company in question.

TOPICS COVERED:
- Introduction to Valuation
- Assessing a Company Prior to Valuation
- Company Valuation and Methods
- Product Valuation and Methods
- Deal Structuring

Negotiations and Strategic Decision Making
June 2, 2019
Designed for executives, and business development professionals interested in enhancing their skills in negotiations, influencing, decision making and game theory. The learnings from game theory will be applied to real-life pharma/biotech negotiation cases.

TOPICS COVERED:
- Game Theory (the science of strategic decision making)
- Negotiations
- Decision Making
- Influencing

REGISTER TODAY
1. Add a course to your BIO International Convention registration.
2. If you do not plan to attend the Convention, you may register for any of the courses individually at bio.org/exectraining.
3. If you have already registered for BIO 2019, you can add this to your existing registration using the email address you registered with and badge ID. These can be found on your registration confirmation email.