

2022 Advanced Business Development

San Diego Convention Center, 111 West Harbor Drive, San Diego, CA 92101
Room 6D, Upper Level

Three-Day Course Schedule

Friday, June 10, 2022, 8:30 a.m.—5:00 p.m.

Saturday, June 11, 8:30 a.m.—5:45 p.m.

Sunday, June 12, 2022, 9:00 a.m. – 3:45 p.m.

Complimentary breakfast will be served each morning, 7:30—8:30 a.m.

Complimentary lunch will be served each day

DAY ONE: FRIDAY, JUNE 10, 8:30 a.m. — 5:00 p.m.

Valuation and Deal Structuring Skills

8:30-9:45 a.m.	Valuation and Deals Structuring Concepts and Trends
9:45-10:00 a.m.	Refreshment Break
10:00-11:00 a.m.	Valuation Methodologies, Techniques and Major Factors
11:00 a.m.-12:30 p.m.	Case Study Work
12:30-1:30 p.m.	Lunch
1:30-2:30 p.m.	Forecasting, Analysis and Decision-support
2:30-2:45 p.m.	Refreshment Break
2:45-4:00 p.m.	Case Study Work & Break Out Sessions
4:00-5:00 p.m.	Deal Structuring and Terms

DAY TWO: SATURDAY, JUNE 11, 8:30 a.m. — 5:45 p.m.

Negotiation Strategies and Intellectual Property

8:30-9:45 a.m.	Negotiation Preparation
9:45-10:45 a.m.	Case Study Work (Refreshments Available)
10:45-11:45 a.m.	Managing the Process and Influence Strategies
11:45 a.m.-12:30 p.m.	Case Study Work
12:30-1:30 p.m.	Lunch
1:30-3:00 p.m.	Types of IP, Freedom to Operate, Issues in Due Diligence
3:00-4:15 p.m.	Case Study Work (Refreshments Available)
4:15-5:00 p.m.	Creating a Protection Timeline, Research Exemption, Competition Law
5:00-5:45 p.m.	Case Study Work

DAY THREE: SUNDAY, JUNE 12, 9:00 a.m. — 6:30 p.m.

Contracts

8:30-9:45 a.m.	Key Concepts and Building Blocks of a Block Buster Deal
9:45-10:30 a.m.	Select Topics of Advanced Deal Structures
10:30-10:45 a.m.	Refreshment Break
10:45-11:45 a.m.	Trap Doors, Dead Ends, and other Do's and Don'ts
11:45 a.m.-12:30 p.m.	Current Trends in Licensing Deals
12:30-3:00 p.m.	Working Lunch and Case Study Completion
3:00-3:45 p.m.	Case Study Review
4:45-6:00 p.m.	BIO Professional Development Networking Reception

Note: Subject to change.