2023 Advanced Business Development
Boston Convention and Exhibition Center, 415 Summer Street, Boston, MA 02210

Three-Day Course Schedule
Friday, June 2, 8:30 a.m. – 5:00 p.m.
Saturday, June 3, 2023, 8:30 a.m.—5:45 p.m.
Sunday, June 4, 2023, 8:30 a.m. – 3:45 p.m.

Complimentary breakfast will be served each morning, 7:30—8:30 a.m.
The Course Registration desk will open each morning at 7:30 a.m.

DAY ONE: FRIDAY, JUNE 2, 8:30 a.m. — 5:00 p.m.

• Valuation and Deal Structuring Concepts and Trends 8:30 a.m. – 9:45 a.m.

MORNING BREAK 9:45 a.m. – 10:00 a.m.

• Valuation Tools, Techniques and Major Factors 10:00 a.m. – 11:00 a.m.
• Case Study Work 11:00 a.m. – 12:30 p.m.

LUNCH BREAK 12:30 p.m. – 1:30 p.m.

• Forecasting, Analysis, and Decision Support 1:30 p.m. – 2:30 p.m.
• Case Study Work (and afternoon break) 2:30 p.m. – 4:00 p.m.
• Deal Structuring Terms 4:00 p.m. – 5:00 p.m.

DAY TWO: SATURDAY, JUNE 3, 8:30 a.m. — 5:00 p.m.

• Negotiation Preparation 8:30 a.m. – 9:45 a.m.
• Case Study Work (and morning break) 9:45 a.m. – 10:45 a.m.
• Managing the Process and Influence Strategies 10:45 a.m. – 11:45 a.m.
• Case Study Work 11:45 a.m. – 12:30 p.m.

LUNCH BREAK 12:30 p.m. – 1:30 p.m.

• Types of IP, Freedom to Operate, Issues in Due Diligence 1:30 p.m. – 3:00 p.m.
• Case Study Work (and afternoon break) 3:00 p.m. – 4:15 p.m.
• Creating a Protection Timeline, Research Exemption, Competition Law 4:15 p.m. – 5:00 p.m.
• Case Study Work 5:00 p.m. – 5:45 p.m.

DAY THREE: SUNDAY, JUNE 4, 8:30 a.m. — 3:45 p.m.

• Key Concepts and Building Blocks of a Block Buster Deal 8:30 a.m. – 9:45 a.m.
• Select Topics of Advanced Deal Structures 9:45 a.m. – 10:30 a.m.

MORNING BREAK 10:30 a.m. – 10:45 a.m.

• Trap Doors, Dead Ends, and other Do's and Don'ts 10:45 a.m. – 11:45 a.m.
• Current Trends in Licensing Deals 11:45 a.m. – 12:30 p.m.

WORKING LUNCH AND CASE STUDY COMPLETION
• Case Study Review 12:30 p.m. – 3:00 p.m.
3:00 p.m. – 3:45 p.m.

BIO PROFESSIONAL DEVELOPMENT NETWORKING RECEPTION 4:45 p.m. – 6:00 p.m.

Agenda subject to change.