2024 Advanced Business Development
San Diego Convention Center, 111 Harbor Drive, San Diego, CA 92101

Three-Day Course Schedule
Friday, May 31, 2024, 8:30 a.m. – 5:00 p.m.
Saturday, June 1, 2024, 8:30 a.m.—5:45 p.m.
Sunday, June 2, 2024, 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, MAY 31, 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
• Valuation Tools, Techniques and Major Factors 9:45 a.m. – 10:00 a.m.
• Case Study Work

LUNCH BREAK
• Forecasting, Analysis, and Decision Support 12:00 p.m. – 1:30 p.m.
• Case Study Work (and afternoon break)
• Deal Structuring Terms

DAY TWO: SATURDAY, JUNE 1, 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
• Types of IP, Freedom to Operate, Issues in Due Diligence 12:30 p.m. – 1:30 p.m.
• Case Study Work (and afternoon break) 1:30 p.m. – 3:00 p.m.
• Creating a Protection Timeline, Research Exemption, Competition Law 3:00 p.m. – 4:15 p.m.
• Case Study Work 4:15 p.m. – 5:00 p.m.

DAY THREE: SUNDAY, JUNE 2, 8:30 a.m. — 3:45 p.m.
• Deal Overview and Key Structuring Topics 8:30 a.m. – 9:45 a.m.
• Economic Topics 9:45 a.m. – 10:30 a.m.
MORNING BREAK

- Setting Up for Success – Part I
- Setting Up for Success – Part II

WORKING LUNCH AND CASE STUDY COMPLETION

- Case Study Review

BIO PROFESSIONAL DEVELOPMENT NETWORKING RECEPTION

Agenda subject to change.