



## **2026 Advanced Business Development**

San Diego Convention Center, 111 Harbor Dr, San Diego, CA 92101

### **Three-Day Course Schedule**

Friday, June 19, 2026, 8:30 a.m. – 5:00 p.m.

Saturday, June 20, 2026, 8:30 a.m.–5:45 p.m.

Sunday, June 21, 2026, 8:30 a.m.–3:45 p.m.

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

***Complimentary lunch as well as mid-morning and midday snacks will be provided daily.***

***The Course Registration desk will open each morning at 7:30 a.m.***

### **DAY ONE: FRIDAY, JUNE 19, 8:30 a.m. — 5:00 p.m.**

- Product Valuation and Deal Structuring Concepts and Trends
- Valuation Tools, Techniques and Major Factors
- *Case Study Work*
- Forecasting, Analysis, and Decision Support
- *Case Study Work* (and afternoon break)
- Deal Structuring Terms

### **DAY TWO: SATURDAY, JUNE 20, 8:30 a.m. — 5:45 p.m.**

- Negotiation Strategies
- *Case Study Work* (and morning break)
- Managing the Process and Influence Strategies
- *Case Study Work*
- Intellectual Property for Life Sciences Companies
  - Types of IP
  - Protection Available
- *Case Study Work* (and afternoon break)
- Intellectual Property Due Diligence
  - How to Carry Out Due Diligence
  - What to Watch Out For
  - Freedom to Operate (FTO)
- *Case Study Work*

### **DAY THREE: SUNDAY, JUNE 21, 8:30 a.m. — 3:45 p.m.**

- Deal Overview of Structuring and Contract Considerations for Biotech/Pharma Collaboration Agreements
  - Key Considerations of Scope
  - Transaction Structure
  - Economic Terms and Considerations
  - Key Topics

### **CASE STUDY COMPLETION**

- *Case Study Review*

**BIO PROFESSIONAL DEVELOPMENT NETWORKING RECEPTION** 4:45 p.m.–6.00 p.m.

*Agenda subject to change.*