



**BIO-EUROPE
SPRING®
2020
PRE-EVENT COURSES**

21-22 MARCH 2020 | PARIS

MAKE THE MOST OF BIO-EUROPE SPRING® 2020

Join our pre-event workshops and master critical business development skills to help you maximize success at the conference and in future negotiations



CHOOSE BETWEEN TWO WORKSHOPS

PRODUCT VALUATION AND DEAL STRUCTURING MASTERCLASS

Maximize your product valuation and deal structuring skills to gain the competitive advantage when negotiating a deal

OUR EXPERT
FACULTY
GUARANTEE BEST
PRACTICE
TRAINING FOR YOU

NEGOTIATION MASTERCLASS

Become a strong and successful negotiator during life science partnering negotiations to increase your probability of success

PRODUCT VALUATION AND DEAL STRUCTURING MASTERCLASS

21-22 March

You will learn:

- To examine valuation concepts and understand why valuations differ between similar technologies
- To review valuation methods, techniques and factors to ensure you are estimating both risk and return adequately
- Why valuations of the same asset may differ impacting on negotiations
- To appreciate the challenges for both "buy-side" and "sell-side"
- To forecast revenue using patient and market data to accurately value an asset in preparation for negotiations
- To evaluate risk ensuring you are prepared for real life negotiations

[LEARN MORE](#)

[REGISTER NOW](#)



NEGOTIATION MASTERCLASS

21-22 March

You will learn:

- Practical strategies for creating and succeeding at win/win negotiations
- How to successfully negotiate with challenging people and examine how human behavior and psychology can be used to influence and persuade during complex negotiations
- Best practices for tactical planning and preparation to maximize success
- To read your audience by reviewing body language, different cultures and team negotiations in order to overcome difficult negotiations
- About common mistakes made during negotiations and how to avoid them

[LEARN MORE](#)

[REGISTER NOW](#)



WHAT DID PREVIOUS ATTENDEES SAY ABOUT THESE COURSES?

"THE OPPORTUNITY TO WORK WITH OTHER ATTENDEES IN THIS INTERACTIVE COURSE WAS EXCELLENT"

**SCIENTIFIC DIRECTOR
MARLIN BIOTECH**

"I ENJOYED THE NEGOTIATIONS SESSIONS AND THE HANDS-ON EXPERIENCE PARTS THE MOST"

**HEAD OF SCIENTIFIC EVALUATION
PURDUE PHARMA LP**

"I FOUND WATCHING AND LISTENING TO THE GROUP MEMBERS VERY INSIGHTFUL"

**BUSINESS DEVELOPMENT VP
GRIFOLS**

"THE SUPPORTING NOTES FOR OPENING TERM SHEET AS A CHECKLIST WERE GREAT AND I REALLY ENJOYED THE CASE STUDIES"

**MANAGER OF MARKETING AND BUSINESS DEVELOPMENT
TTY BIOPHARM COMPANY LTD.**

"I LIKED THE FACT THAT THERE WERE PEOPLE FROM A VARIETY OF DIFFERENT BACKGROUNDS AND ROLES. THE COURSE DEFINITELY MET MY OBJECTIVES"

**BUSINESS DEVELOPMENT ASSOCIATE
F.HOFFMANN - LA ROCHE AG**

VENUE

Both courses will take place 21-22 March at:

Hotel Mercure Paris Porte de Versailles Expo

36-38 Rue du Moulin

92170 Vanves

Paris

France

+33 825 80 57 57

[VISIT THE WEBSITE](#)



**BIO-EUROPE SPRING® 2020
PRE-EVENT COURSES**

21-22 MARCH 2020 | PARIS

**GET IN TOUCH FOR MORE
INFORMATION OR TO DISCUSS GROUP
BOOKINGS**

**ELYSIA.NDUBUISI@INFORMA.COM
+44 (20) 3377 3943**

**JORDANNA.VANLINT@INFORMA.COM
+44 (20) 7017 4734**