BIO-EUROPE SPRING® 2020
PRE-EVENT COURSES
21-22 MARCH 2020 | PARIS

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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.

OUR EXPERT FACULTY GUARANTEE BEST PRACTICE TRAINING FOR YOU

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.

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?

"I ENJOYED THE NEGOTIATIONS SESSIONS AND THE HANDS-ON EXPERIENCE PARTS THE MOST"
HEAD OF SCIENTIFIC EVALUATION PURDUE PHARMA LP

"THE OPPORTUNITY TO WORK WITH OTHER ATTENDEES IN THIS INTERACTIVE COURSE WAS EXCELLENT"
SCIENTIFIC DIRECTOR MARLIN BIOTECH

"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

"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.
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
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GET IN TOUCH FOR MORE INFORMATION OR TO DISCUSS GROUP BOOKINGS

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