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COURSE BROCHURE

# Advanced Biotech and Pharmaceutical Mini MBA Training Course

31 January – 11 February 2027
Manama

# Advanced Biotech and Pharmaceutical Mini MBA Training Course

**Ref:** 753_28329 **Date:** 31 January – 11 February 2027 **Location:** Manama **Fees:** 8000 GBP

The Biotech and Pharmaceutical Mini MBA is an advanced 2-week training course for scientists, project leaders and functional managers in biotech and pharmaceutical firms who must defend investment choices in commercial terms, and it ends with a portfolio business case for one development asset. Pipelines are costlier and payers more selective, so scientific merit alone no longer secures funding. Jupiter Prime Training runs this Biotech and Pharmaceutical Mini MBA for life sciences leaders.

## Why Biotech and Pharmaceutical Mini MBA Matters Now

Three forces shape decisions in life sciences firms today. Payers and health technology assessment HTA bodies demand evidence of relative value before they reimburse a new medicine. Investors and partners judge assets by risk-adjusted net present value rNPV rather than by promise. Smaller biotechs increasingly reach patients through licensing deals instead of building their own sales forces. A firm that reads these forces well funds the right molecules and negotiates from strength; one that reads them badly burns capital on assets nobody will pay for. The course rests on discounted cash flow valuation, the target product profile TPP and stage-gate portfolio review.

## Who Gains Most from Biotech and Pharmaceutical Mini MBA

- Research and translational leads who argue for moving a candidate into the clinic
- Clinical development and project leaders accountable for asset timelines and budgets
- Medical affairs and market access managers who build the value story for payers
- Business development and alliance managers who scout, value and negotiate licences
- Finance and strategy partners who sit on portfolio and investment committees

A cross-functional asset team that sends research, clinical, access and finance members together gains most, because each sees how the others price the same molecule.

## Biotech and Pharmaceutical Mini MBA Capabilities

Participants move from scientific advocacy to commercial reasoning about molecules, indications and partners.

- Calculate the risk-adjusted value of a development asset — the portfolio committee
- Specify a target product profile that links trial design to payer evidence — clinical and access teams
- Weigh in-licensing, out-licensing and co-development options — business development and the board
- Design a launch sequence across indications and markets — commercial leadership
- Assess pricing and reimbursement risk early in development — market access and finance
- Communicate a funding case in investor language — executives, partners and investors

## Key Biotech and Pharmaceutical Mini MBA Terms

- Risk-adjusted net present value rNPV — the discounted value of an asset's future cash flows, each weighted by the probability of reaching that development phase.
- Probability of technical and regulatory success PTRS — the estimated chance that a candidate passes every remaining trial phase and gains approval.
- Target product profile TPP — a document stating the intended indication, efficacy, safety and dosing a medicine must show to be commercially viable.
- Health technology assessment HTA — a structured appraisal of a medicine's clinical and economic value that informs pricing and reimbursement decisions.
- Milestone payment — a sum paid by a licensee when an agreed development, regulatory or sales event is reached.
- Loss of exclusivity — the point at which patent or data protection ends and generic or biosimilar competitors may enter.

## Biotech and Pharmaceutical Mini MBA Day by Day

### Day 1: The Life Sciences Value Chain

- Discovery to Patient Value Chain Map — Where Firms Capture Margin
- Biotech Versus Large Pharma Business Models — Choosing a Strategic Posture
- Pipeline Attrition Curves by Phase — Setting Realistic Expectations
- Funding Sources From Venture to Royalty Finance — Matching Capital to Risk
- Stakeholder Map of Payers, Prescribers and Patients — Who Decides Uptake

### Day 2: Drug Development Economics

- Cost per Phase and Cycle Time Benchmarks — Budgeting a Clinical Plan
- Probability of Technical and Regulatory Success — Weighting Each Milestone
- Adaptive and Seamless Trial Designs — Trading Speed Against Risk
- Outsourcing to Contract Research Organisations — Build Versus Buy Choices
- Manufacturing Scale-Up Cost of Goods — Early Margin Signals

### Day 3: Valuing Molecules

- Discounted Cash Flow for a Single Asset — Building the Base Case
- Risk-Adjusted Net Present Value Model — Comparing Unequal Candidates
- Peak Sales Forecasting by Patient Funnel — Sizing the Commercial Prize
- Sensitivity and Tornado Analysis — Finding the Assumptions That Matter
- Real Options Thinking for Staged Investment — Valuing the Right to Stop

### Day 4: Portfolio Decisions

- Stage-Gate Review Criteria — Go, Kill or Redesign Calls
- Efficient Frontier of Risk and Return — Balancing the Pipeline
- Indication Sequencing and Lifecycle Options — Extending Asset Value
- Resource Allocation Across Therapeutic Areas — Focusing Scarce Scientists
- Bias Checks in Committee Debate — Avoiding Sunk Cost Escalation

## Day 5: Evidence for Payers

- Target Product Profile Drafting — Aligning Trial Endpoints With Value
- Health Technology Assessment Logic — Anticipating Appraisal Questions
- Cost-Effectiveness and Budget Impact Models — Framing the Economic Case
- Real-World Evidence Generation Plans — Closing Gaps After Approval
- Comparator Selection Strategy — Positioning Against Standard of Care

## Day 6: Pricing and Market Access

- Value-Based Pricing Corridors — Setting a Defensible Launch Price
- International Reference Pricing Effects — Sequencing Market Entry
- Managed Entry and Outcomes-Based Agreements — Sharing Payer Risk
- Tender and Hospital Formulary Dynamics — Winning Institutional Listing
- Access Barrier Diagnosis by Market — Prioritising the Launch Sequence

## Day 7: Licensing and Alliances

- Asset Scouting and Due Diligence Checklists — Screening Partner Molecules
- Deal Structures of Upfronts, Milestones and Royalties — Splitting Value Fairly
- Term Sheet Negotiation Levers — Protecting Downside and Upside
- Alliance Governance Committees — Keeping Co-Development on Track
- Intellectual Property and Exclusivity Runway — Valuing Remaining Protection

## Day 8: Commercial Launch

- Launch Readiness Scorecard — Timing Field Teams and Supply
- Prescriber Segmentation and Messaging — Directing Medical Education Effort
- Specialty Versus Primary Care Channel Models — Choosing Route to Patient
- Uptake Curve Tracking Metrics — Correcting Course in the First Months
- Loss of Exclusivity Planning — Defending Revenue Before Generic Entry

## Day 9: Leading Science-Driven Organisations

- Matrix Asset Team Design — Clarifying Decision Rights Between Functions
- Translating Science for Investors — Pitching an Asset Story
- Financial Statements of a Biotech Firm — Reading Cash Runway
- Quality and Compliance Culture in Good Practice Environments — Managing Inspection Risk
- Change Leadership After Trial Failure — Redeploying People and Capital

## Day 10: Practising the Portfolio Business Case

- Rebuilding an rNPV Model for a Chosen Asset — Applying Day 3 Valuation
- Stress-Testing Access and Pricing Assumptions — Applying Day 6 Methods
- Selecting a Partnering Route for the Asset — Applying Day 7 Deal Logic
- Peer Challenge Panel Acting as Investment Committee — Sharpening the Argument
- Completing the Portfolio Business Case — Final Funding Recommendation

## Applying Biotech and Pharmaceutical Mini MBA After the Course

- Run an rNPV and sensitivity review of one live pipeline asset with its project team and present the swing assumptions to the next stage-gate meeting.
- Draft or refresh the target product profile of a priority candidate with clinical, access and commercial colleagues so trial endpoints match payer evidence needs.

## Biotech and Pharmaceutical Mini MBA Questions FAQ

### What is a Biotech and Pharmaceutical Mini MBA and why does it matter now?

It is a condensed business education for life sciences professionals covering valuation, portfolio choices, access, licensing and launch. It matters now because payers, investors and partners all judge molecules on commercial evidence, and scientists who speak that language win funding for their research.

### Which roles gain most from a Biotech and Pharmaceutical Mini MBA?

Research leads, clinical project leaders, market access managers, business development staff and finance partners gain most. Each takes part in decisions about which assets to fund, partner or stop, and each needs a shared commercial vocabulary with the others.

### How does a Biotech and Pharmaceutical Mini MBA differ from a general healthcare management course?

It focuses on the economics of developing and selling medicines rather than running hospitals or clinics. Topics such as rNPV, licensing terms and payer evidence replace bed capacity, staffing and facility operations found in health facility management courses.

### What do you bring back from a Biotech and Pharmaceutical Mini MBA?

You bring back a portfolio business case for one asset, with a valuation model, access assumptions and a partnering route. It is ready to present to an investment or portfolio committee and to reuse for other candidates.

## Biotech and Pharmaceutical Mini MBA: The Way Forward

The portfolio business case gives an asset team one defensible view of value, risk and route to patients. Its first use is the next stage-gate decision on whether to advance, partner or stop the asset. Project leaders, finance partners and business development managers use it together. After that decision, revisit the access and pricing assumptions, since payer evidence shifts fastest of all inputs.