

# Life Sciences Business Development Course

11-12 October 2016, Leiden

On the 11th and 12th of October the first Life Sciences Business Development Course will take place at the Holiday Inn in Leiden. This course has been specially developed for young business development (BD) professionals who are driven to expand their knowledge on the BD process and to strengthen their BD competences.

During this intensive two-day course, experienced BD executives and experts will share their experiences and insights and provide a practical tips concerning topics such as partner search, valuation, negotiation, legal aspects, deal structures and finance.

## Course objectives

At the end of the course, participants will have:

- » More insight in the BD process as a whole.
- » Learned how to offer product information and how to approach potential partners.
- » A better understanding of valuation and term sheets.
- » More insight in various deal structures and how to optimize them.
- » Received practical tips concerning negotiation.
- » Gained knowledge about contracts and legal aspects.
- » Broadened their BD network.

## Target audience

- » Junior to mid-level BD professionals
- » Tech transfer officers
- » Entrepreneurs and CEO's of young biotech companies
- » Other professionals who seek more insight into BD

## Speakers, i.a.

- » **Carine van den Brink** - AXON Lawyers
- » **Tim Knotnerus** - AM-Pharma & PRIMER BioBusiness
- » **Ingrid Maes** - Inovigate
- » **Hans Preusting** - PreuConsult
- » **Pieter Christiaan van Prooijen** - Inovigate
- » **Nico Stam** - Brightlands
- » **André Hoekema**, Galapagos

## General Information

Date: 11 and 12 October 2016  
Location: Holiday Inn Leiden  
Course fee: €1.750, excl. BTW. Early bird fee:€1.500, excl. BTW (until 15 July 2016)  
More info: [www.innovationforhealth.nl/bdcursus](http://www.innovationforhealth.nl/bdcursus)

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