



ABOUT EBD ACADEMY

Training offered by EBD Academy serves to enhance key skills and competencies to enable executives to get the most out of partnering and learn how to successfully tackle industry challenges. With virtual course offerings in 2021, EBD Academy gives you the ability to conduct training from anywhere in the world with virtual access to training materials and subject matter experts.

View the full list of offerings on the [EBD Academy website here](#).

2021 Courses Offering by Level

Fundamentals Course Offerings

The fundamental course offerings are ideal for those that are a leader in a biotech start-up, new to life science business development, considering a move into life science business development, or encounter these topics on a regular basis and would like to learn more.

Fundamentals: Pharmaceutical and Biotech Licensing Series

Fundamentals: Investment

Fundamentals: IP and Contracts for Partnering Deals

Fundamentals: Building a Virtual Company

Fundamentals: BioPharma Management

Fundamentals: Patient Engagement

Advanced Course Offerings

Advanced course offerings are ideal for professionals looking to develop an executive-level skillset.

Masterclass: Advanced Business Development Series

Masterclass: Cross Border Collaborations

Masterclass: Product Valuation and Deal Structure

Masterclass: Negotiation

Masterclass: Biopharma Due Diligence

Masterclass: Pricing and Reimbursement strategies

Website: informaconnect.com/edb-academy

About the Offerings

The Fundamentals: Pharmaceutical and Biotech Licensing Series and Masterclass: Advanced Business Development Series are longer comprehensive trainings touching on several themes. Standalone courses are designed to provide in-depth trainings on specialized topics. Pricing for the Series offerings will range from 1,800 EUR to 2,800 EUR. Pricing for individual courses will range from 900 EUR to 1,400 EUR.



Benefits

Enhance your skillset, industry knowledge, and network by:

- Accessing on-demand online course materials, including recorded lectures and readings
- Engaging with the course instructor through live sessions, typically held each week the course is running
- Benchmarking the knowledge you have gained through virtual quizzes
- Building your network by connecting virtually with other course participants
- Claiming a printable course completion certificate upon completion of the virtual quizzes

Sample of Attendees from Previous Courses

Business Development Manager	Project Coordinator
Business Development & Licensing Associate	Counsel
New Business Development Manager	Patent Attorney
Corporate Business Development	Head of Global Preclinical Development
Research & Development Innovation	Head of Pharmaceutical Development
Sourcing Director	Head R&D Project Management
Alliance Manager	Director External Innovation
Marketing and Sales Associate	Technology and Innovation
Marketing Manager	Business Analyst
Head of Licensing	Director of Corporate Development
SCO	Global Business Development & Licensing
CMO	Head of BD&L
Sales Director	Managing Director
Marketing Director	Chief Executive Officer (CEO)

Technology Utilized

Online courses are accessible on the Moodle event platform with live sessions taking place on Zoom. Course materials, such as recorded lectures, readings, case studies, quizzes, and a message board are accessible on Moodle for up to three months after the course concludes.

Faculty

The faculty is drawn from among the most experienced business development professionals in the biotech drug development industry as well as big pharma, many of whom have been instructors in other programs, and all of whom have extensive experience in the biotech industry.

Contact us for more information

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We hope that you can join us!