The Business of Biotech for Bioscience Professionals

Biotech is a special breed of business, especially in the start-up and early phases. Whether you are considering joining a biotech start-up or want to be successful in a life science organization, it pays to understand biotech business fundamentals.

The goal of the course is to expose the bioscience professionals and entrepreneurs to the life cycle of a biotech company. The format is highly interactive and learning is enhanced by case studies, team presentations and exercises. Enrollment is limited and early enrollment is highly recommended. Please be prepared for up to 6 hours of preparation for each class session.

**Topics Include:**
- Disruptive innovation – Understand the accepted theory and how to make use of it
- FDA regulation – Pathways and times to approval for drugs, devices and biologics
- Spinouts & licensing – Creating intellectual property and obtaining rights to fields of use
- Financing – Cover the basics plus negotiating investment, valuation, dilution, options
- Biotech business models -- Learn the 8 biotech business models and risk/reward of each
- Business development – Analyze/value the acquisition of a license or a corporate entity

"I can hardly believe the class is coming to an end so soon. Nine classes seem to be just the beginning.... we are ready to have a year-long course on biobusiness."

- Helen Chen

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**Course Information**

**Date/Time:**
Tuesdays, 6:30 - 9:30 p.m.
January 9 - March 13

**Location:**
UC San Diego Campus -
Extension Complex, Room 101

**Price:**
$725

**About the Instructor**
Michael Lutz, Ph.D., MBA
Michael is a physicist turned high-tech Silicon Valley entrepreneur with a great interest in molecular biology. As VP of the Tech Coast Angels, he showcased over 60 biotech startups for investment.

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**ENROLL NOW!**
SPACE IS LIMITED!

**FOR MORE INFORMATION:**
858-534-9353 | unexbio@ucsd.edu

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