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

Biotechnology companies comprise a unique industry. Whether you are considering joining a biotech start-up or want to be successful in a mature life science organization, it pays to understand biotech business fundamentals.

This course has two primary objectives. The first is to cover the essentials of biotech business operations and challenges. The second is to design a potentially successful startup venture based on bioscience and addressing the biotech and healthcare markets. A secondary objective is to enhance your communications skills.

**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

**Course Information**

**Date/Time:**
Thursdays, 6:30 - 9:30 p.m.
September 27 - December 6

**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.

**ENROLL NOW!**
SPACE IS LIMITED!

FOR MORE INFORMATION:
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