



2023 Advanced Business Development

Boston Convention and Exhibition Center, 415 Summer Street, Boston, MA 02210

Three-Day Course Schedule

Friday, June 2, 8:30 a.m. – 5:00 p.m.

Saturday, June 3, 2023, 8:30 a.m.—5:45 p.m.

Sunday, June 4, 2023, 8:30 a.m. – 3:45 p.m.

Complimentary breakfast will be served each morning, 7:30—8:30 a.m.

The Course Registration desk will open each morning at 7:30 a.m.

DAY ONE: FRIDAY, JUNE 2, 8:30 a.m. — 5:00 p.m.

- Valuation and Deal Structuring Concepts and Trends 8:30 a.m. – 9:45 a.m.

MORNING BREAK

- Valuation Tools, Techniques and Major Factors 9:45 a.m. – 10:00 a.m.
- *Case Study Work* 10:00 a.m. – 11:00 a.m.
- *Case Study Work* 11:00 a.m. – 12:30 p.m.

LUNCH BREAK

- Forecasting, Analysis, and Decision Support 12:30 p.m. – 1:30 p.m.
- *Case Study Work (and afternoon break)* 1:30 p.m. – 2:30 p.m.
- Deal Structuring Terms 2:30 p.m. – 4:00 p.m.
- *Case Study Work* 4:00 p.m. – 5:00 p.m.

DAY TWO: SATURDAY, JUNE 3, 8:30 a.m. — 5:00 p.m.

- Negotiation Preparation 8:30 a.m. – 9:45 a.m.
- *Case Study Work (and morning break)* 9:45 a.m. – 10:45 a.m.
- Managing the Process and Influence Strategies 10:45 a.m. – 11:45 a.m.
- *Case Study Work* 11:45 a.m. – 12:30 p.m.

LUNCH BREAK

- Types of IP, Freedom to Operate, Issues in Due Diligence 12:30 p.m. – 1:30 p.m.
- *Case Study Work (and afternoon break)* 1:30 p.m. – 3:00 p.m.
- Creating a Protection Timeline, Research Exemption, Competition Law 3:00 p.m. – 4:15 p.m.
- *Case Study Work* 4:15 p.m. – 5:00 p.m.
- *Case Study Work* 5:00 p.m. – 5:45 p.m.

DAY THREE: SUNDAY, JUNE 4, 8:30 a.m. — 3:45 p.m.

- Key Concepts and Building Blocks of a Block Buster Deal 8:30 a.m. – 9:45 a.m.
- Select Topics of Advanced Deal Structures 9:45 a.m. – 10:30 a.m.

MORNING BREAK

- Trap Doors, Dead Ends, and other Do's and Don'ts 10:30 a.m. – 10:45 a.m.
- *Case Study Work* 10:45 a.m. – 11:45 a.m.

- Current Trends in Licensing Deals

11:45 a.m. – 12:30 p.m.

WORKING LUNCH AND CASE STUDY COMPLETION

- *Case Study Review*

12:30 p.m. – 3:00 p.m.

3:00 p.m. – 3:45 p.m.

**BIO PROFESSIONAL DEVELOPMENT NETWORKING
RECEPTION**

4:45 p.m. – 6:00 p.m.

Agenda subject to change.