



IBiolC 4-day MBA 'More Business Acumen' Building a Biotech Business from Scratch

Invest in our 4-Day MBA and start your
entrepreneurial journey in industrial biotechnology

Join us in Glasgow from 20th - 24th November 2016





The IBiolC 4-Day MBA

The 4-Day MBA will develop the entrepreneurship of future biotechnology leaders that is so keenly demonstrated across the industry and is ideal for those wanting to start-up their own business or already in the early stages of their business.

As part of Scotland's drive to grow industrial biotechnology, this interactive course run by the Industrial Biotechnology Innovation Centre (IBiolC), in association with SynbiCITE, will cover the main strategies required to establish, build and manage a biotechnology company with particular focus on set-up, funding and intellectual property (IP).

Who should apply?

The course is aimed at budding entrepreneurs, from postgraduates to seasoned academics who want to gain a thorough understanding and start a business in the biotechnology sector.

Limited to thirty places, applicants will be selected on the basis of their application and demonstration of their potential to take their inspiration to innovation and beyond.

The course is taking place at the IET Glasgow: Teacher Building and is run by IBiolC with SynbiCITE.

Registration fee includes all course materials and access to general sessions, networking facilitation, luncheons, receptions, and evening dinners. Hotel and travel costs are not included in the registration fee.

Registration rates:

Special IBiolC member discounts apply.

Registration fee: £1500 plus VAT.

Early bird registration available until September 22nd 2016: £1000 plus VAT.

How to apply:

To apply, please complete the attached application form and send it to: susanne.boyle@ibioic.com

Closing date for applications is
Saturday 15 October 2016

For questions and queries, please contact:

susanne.boyle@ibioic.com or
john.collins@synbicite.com





What to expect

Participants will

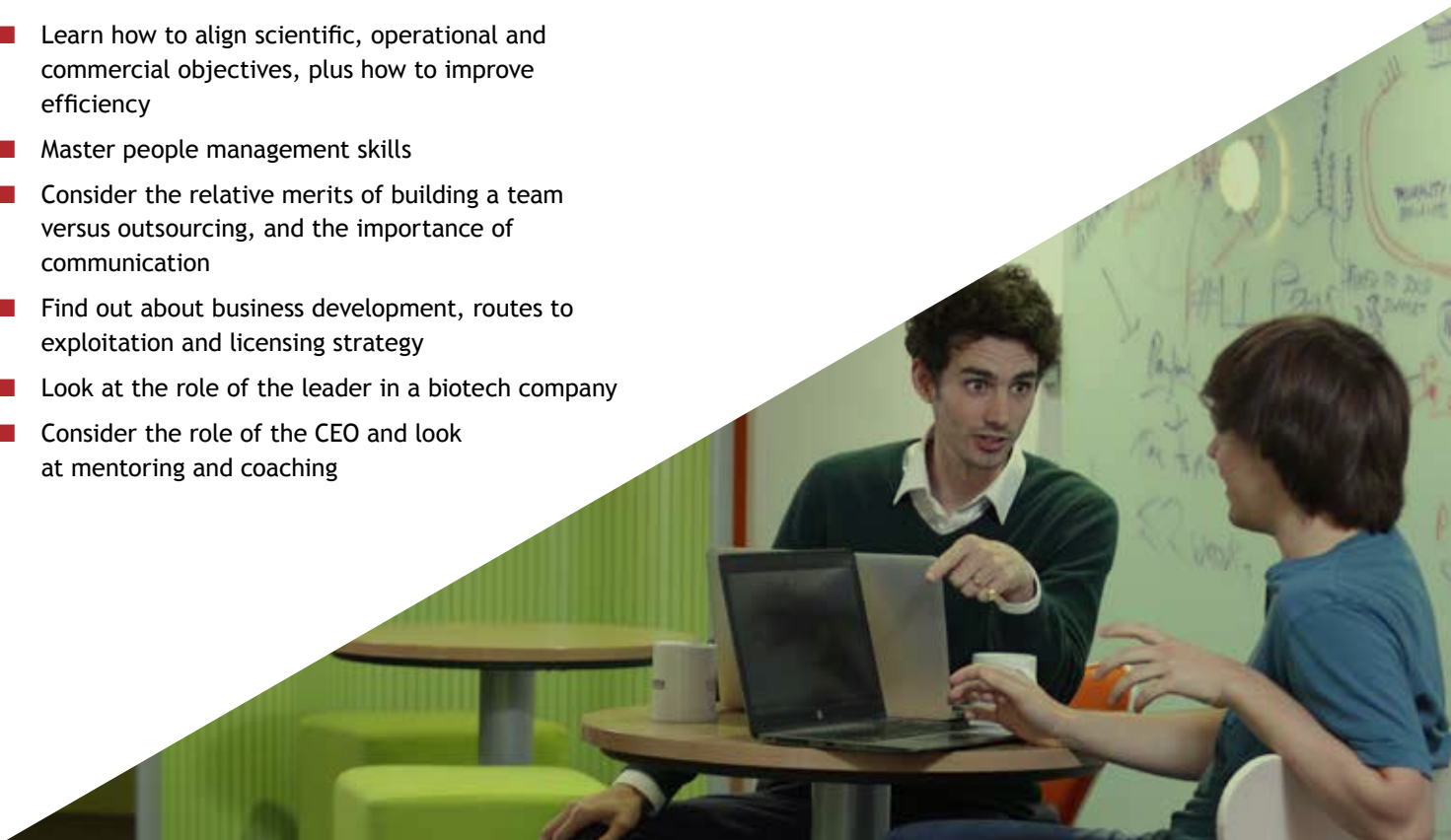
- Learn how to turn a good idea into a real business opportunity
- Consider the main challenges for the industry - both now and in the future - and look at the main attributes required for biotech leadership
- Find out how to define the market opportunity
- Gain a thorough understanding of the biotechnology industry and high value manufacturing.
- Understand how to protect intellectual property
- Understand about funding and how to go about getting your company funded
- Look at how much to raise and when, as well as how to value your business
- Discover when it's the right time, when you're ready and how to pitch to potential investors
- Get to grips with operational strategy in the biotech sector
- Learn how to align scientific, operational and commercial objectives, plus how to improve efficiency
- Master people management skills
- Consider the relative merits of building a team versus outsourcing, and the importance of communication
- Find out about business development, routes to exploitation and licensing strategy
- Look at the role of the leader in a biotech company
- Consider the role of the CEO and look at mentoring and coaching

About the Course Facilitation

The course is facilitated by an expert group in the biotechnology, materials, software and pharma commercialisation field.

IBiolC uses a team of independent consultants - SynbiCITE - and a registered Growth Coach with over 100 years of biotechnology industry experience between them and who have extensive expertise in mentoring and advising early-stage businesses and management teams and have senior management experience from start-up through to IPO and trade sale.

There will be a variety of guest speakers and evening dinner presentations from various experts and companies, investors and entrepreneurs along with networking opportunities with potential funders, investors and collaborators.



Application Form

Dear IBiolC

I want to bring the power of entrepreneurship to my innovation skills so I'd like a place on the IBiolC '4-Day MBA: More Business Acumen' course which starts with an introduction dinner at 18:00 on Sunday evening of the 20th November 2016; the course starts at 9:00am Monday 21st November, includes evening events ending at 21:00 and runs through to the evening of Thursday 24th November 2016.

I understand that places are limited and I am not guaranteed a place simply by applying. The applications will be treated on a first-come, first served basis and I will be informed within 5 days of applying if I have a place.

I will make my own travel arrangements and accommodation arrangements (preferential hotel rates will be available through IBiolC and IET Glasgow: Teacher Building).

I confirm that I will attend and participate fully in the course for its duration.

I understand that any IP brought to the course remains my property and that I will not disclose or use other's IP without their formal written permission.

Signature:

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Name:

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Institution:

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Position:

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NOT essential but a good idea to think about

My Industrial Biotechnology business idea or business is...

(150 words or fewer please)