



Advanced Business Development Course

Friday, May 31st: Valuation and Deal Structuring Skills

7:00-8:30 a.m.	Registration Open & Breakfast
	Faculty: Joe Dillon President, Dillon Capital Strategies
8:30-9:45 a.m.	Valuation and Deals Structuring Concepts and Trends
9:45-10:00 a.m.	Refreshment Break
10:00-11:00 a.m.	Advanced Valuation and Decision Analysis
11:00 a.m.-12:30 p.m.	Case Study Work
12:30-1:30 p.m.	Lunch
1:30-2:30 p.m.	Market Models, Competition, Cash Flow Estimates
2:30-2:45 p.m.	Refreshment Break
2:45-4:00 p.m.	Case Study Work & Break Out Sessions
4:00-5:00 p.m.	Value Distribution and Terms
5:00-6:00 p.m.	Networking Reception

Saturday, June 1st: Negotiation Strategies and Intellectual Property

7:30-8:30 a.m.	Breakfast
	Morning Session Faculty: Dr. Lesley Stolz Head, Johnson & Johnson Innovation JLABS California Debbie Allen Senior VP Business Development, argenx
8:30-9:45 a.m.	Negotiation Preparation
9:45-10:45 a.m.	Case Study Work (Refreshments Available)
10:45-11:45 a.m.	Managing the Process and Influence Strategies
11:45 a.m.-12:30 p.m.	Case Study Work
12:30-1:30 p.m.	Lunch
	Afternoon Session Faculty: Luke Kempton Partner, Gowling WLG
1:30-3:00 p.m.	Types of IP, Freedom to Operate, Issues in Due Diligence
3:00-4:15 p.m.	Case Study Work (Refreshments Available)
4:15-5:00 p.m.	Creating a Protection Timeline, Research Exemption, Competition Law
5:00-5:45 p.m.	Case Study Work

Sunday, June 2nd: Contracts

7:30-8:30 a.m.	Breakfast
	Faculty: Kenneth Krisko Partner, Cooley LLP
8:30-9:45 a.m.	Key Concepts and Building Blocks of a Block Buster Deal
9:45-10:30 a.m.	Select Topics of Advanced Deal Structures
10:30-10:45 a.m.	Refreshment Break



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Trap Doors, Dead Ends, and other Do's and Don'ts

10:45-11:45 a.m.

11:45 a.m.-12:30 p.m. Current Trends in Licensing Deals

12:30-3:00 p.m. Working Lunch and Case Study Completion

3:00-3:45 p.m. Case Study Review

Note: Subject to change.