



2024 Advanced Business Development

San Diego Convention Center, 111 Harbor Drive, San Diego, CA 92101

Three-Day Course Schedule

Friday, May 31, 2024, 8:30 a.m. – 5:00 p.m.

Saturday, June 1, 2024, 8:30 a.m.—5:45 p.m.

Sunday, June 2, 2024, 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, MAY 31, 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.
- 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.
- 4:00 p.m. – 5:00 p.m.

DAY TWO: SATURDAY, JUNE 1, 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.
- 5:00 p.m. – 5:45 p.m.

DAY THREE: SUNDAY, JUNE 2, 8:30 a.m. — 3:45 p.m.

- Deal Overview and Key Structuring Topics 8:30 a.m. – 9:45 a.m.
- Economic Topics 9:45 a.m. – 10:30 a.m.



MORNING BREAK

- Setting Up for Success – Part I
- Setting Up for Success – Part II

**10:30 a.m. – 10:45
a.m.**

10:45 a.m. – 11:45 a.m.
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.