

2025 Advanced Business Development

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

Three-Day Course Schedule

Friday, June 13, 2025, 8:30 a.m. – 5:00 p.m.

Saturday, June 14, 2025, 8:30 a.m.–5:45 p.m.

Sunday, June 15, 2025, 8:30 a.m.–3:45 p.m.

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

Complimentary lunch as well as mid-morning and midday snacks will be provided daily.

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

DAY ONE: FRIDAY, JUNE 13, 8:30 a.m. — 5:00 p.m.

- Valuation and Deal Structuring Concepts and Trends
- Valuation Tools, Techniques and Major Factors
- *Case Study Work*
- Forecasting, Analysis, and Decision Support
- *Case Study Work* (and afternoon break)
- Deal Structuring Terms

DAY TWO: SATURDAY, JUNE 14, 8:30 a.m. — 5:00 p.m.

- Negotiation Preparation
- *Case Study Work* (and morning break)
- Managing the Process and Influence Strategies
- *Case Study Work*
- Types of IP, Freedom to Operate, Issues in Due Diligence
- *Case Study Work* (and afternoon break)
- Creating a Protection Timeline, Research Exemption, Competition Law
- *Case Study Work*

DAY THREE: SUNDAY, JUNE 15, 8:30 a.m. — 3:45 p.m.

- Deal Overview and Key Structuring Topics
- Economic Topics
- Setting Up for Success – Part I
- Setting Up for Success – Part II

CASE STUDY COMPLETION

- *Case Study Review*

BIO PROFESSIONAL DEVELOPMENT NETWORKING RECEPTION 4:45 p.m.–6.00 p.m.

Agenda subject to change.