# Biotechnology and Pharmaceutical Mini MBA Training Course

24 – 28 May 2027
Munich

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**Ref:** 1423_205063 **Date:** 24 – 28 May 2027 **Location:** Munich **Fees:** 5700 Euro

## Overview

Biotechnology and Pharmaceutical Mini MBA Training Course is a one-week course for managers, scientists entering leadership, project leaders, and technical specialists who leave with a Life Sciences Business Decision Portfolio. Participants connect biotechnology business models, pharmaceutical strategy, finance, portfolio choices, operations, quality risk, commercialization, market access, partnerships, innovation, and leadership. Agile Leaders Training Center presents biotechnology and pharmaceutical management as a cross-functional business discipline.

## Who Should Attend

- Scientific functions responsible for translating technical evidence into investment and portfolio decisions
- Commercial functions responsible for market assessment, value propositions, launch, and market access
- Operations functions responsible for manufacturing strategy, supply reliability, quality, and performance
- Portfolio functions responsible for pipeline priorities, stage gates, resources, and lifecycle choices
- Partnership functions responsible for licensing, alliances, due diligence, and governance
- Leadership functions responsible for cross-functional alignment, innovation, and business performance

The course assumes participants already work in biotechnology, pharmaceuticals, or life-science services and leaves out laboratory science, clinical practice, legal advice, and product-specific submissions.

## Departments and Industries

The course supports departments and industries that make strategy, investment, operating, and commercialization decisions in life sciences.

- Biotechnology, biopharmaceutical, and pharmaceutical companies
- Vaccine, diagnostics, and advanced-therapy organizations
- Research, product-development, and portfolio departments
- Manufacturing, quality, supply, and technology-transfer functions
- Commercial, market-access, licensing, and alliance teams
- Investment, advisory, contract-development, and service organizations

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## Learning Objectives

By the end of this course, participants will be able to:

- Analyze biotechnology and pharmaceutical business models
- Evaluate portfolio, pipeline, and investment tradeoffs
- Build financial and value-creation cases for strategic choices
- Compare operating, supply, quality, and partnership models
- Prioritize commercialization and market-access pathways
- Apply leadership governance to cross-functional execution

## Course Agenda

### Day 1: Strategy and Business Model Choices

- Life Sciences Value Chain and Stakeholder Map
- Biotechnology and Pharmaceutical Business Model Canvas
- Competitive Position and Strategic Choice Matrix
- Platform, Product, and Service Strategy Decision Tree
- Strategic Assumption and Evidence Register

### Day 2: Portfolio, Pipeline, and Finance

- Pipeline Stage-Gate Governance Framework
- Portfolio Attractiveness and Risk Scorecard
- Probability-Adjusted Value and Scenario Model
- Development Cost, Cash Flow, and Funding Map
- Investment Committee Decision Memorandum

### Day 3: Operations, Quality, and Supply

- Development-to-Manufacturing Technology Transfer Map
- Operating Model and Make-Buy-Partner Matrix
- Quality Risk and Product Lifecycle Governance Map
- Supply Network Resilience and Capacity Scenario Tool
- Manufacturing Performance and Quality Metrics Dashboard

### Day 4: Commercialization and Partnerships

- Target Product and Customer Value Proposition Canvas
- Market Segmentation and Access Pathway Map
- Launch Sequence and Commercial Readiness Scorecard
- Licensing and Alliance Structure Comparison Matrix
- Partner Due Diligence and Governance Checklist

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## Day 5: Life Sciences Business Decision Practice

- Exercise: Test a Biotechnology Business Model
- Exercise: Prioritize a Pharmaceutical Pipeline
- Exercise: Build an Investment and Operating Case
- Exercise: Design a Commercialization and Partnership Route
- Capstone Exercise: Life Sciences Business Decision Portfolio

## Practical Exercises

The course uses suggested activities drawn from therapeutics, vaccines, diagnostics, biotechnology platforms, and contract services.

- Suggested activity: compare platform, product, licensing, service, and partnership models against strategy and capability constraints.
- Suggested activity: prioritize pipeline assets using evidence, risk, resource demand, strategic fit, and value scenarios.
- Suggested activity: connect operating choices, quality risk, capacity, supply resilience, and financial consequences.
- Suggested activity: integrate portfolio, finance, operations, commercialization, partnership, and leadership decisions in the capstone portfolio.

## FAQs

### Who suits a biotechnology and pharmaceutical Mini MBA course, and what does it assume?

A biotechnology and pharmaceutical Mini MBA course suits experienced technical, scientific, commercial, operational, and project professionals who already contribute to business decisions.

### How does a biotechnology and pharmaceutical Mini MBA differ from a general management course?

A biotechnology and pharmaceutical Mini MBA applies strategy, finance, operations, portfolio, quality, commercialization, and partnership tools to life-science development and product-lifecycle decisions.

### How are biotechnology portfolio decisions evaluated?

Biotechnology portfolio decisions combine evidence strength, development risk, strategic fit, resource demand, timing, operating feasibility, partnership options, and probability-adjusted value scenarios.

### Why do quality and supply belong in pharmaceutical business strategy?

Quality and supply shape capacity, reliability, cost, risk, technology transfer, lifecycle performance, and the ability to deliver products consistently.

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## What makes a pharmaceutical commercialization case decision-ready?

A decision-ready pharmaceutical commercialization case connects target customers, value proposition, market access, evidence needs, launch sequence, operating capability, partnerships, investment, risks, and governance.

## Conclusion

The course integrates biotechnology strategy, pharmaceutical finance, portfolio choices, operations, quality, commercialization, partnerships, innovation, and leadership. Participants take back a Life Sciences Business Decision Portfolio. The portfolio changes cross-functional decisions by making assumptions, evidence, economics, operating consequences, accountabilities, risks, and strategic choices explicit.