

Life Sciences Business Development and Licensing Training Course

16 – 20 May 2027
Johannesburg

AGILE LEADERS
Training Center

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Ref: 1844_238012 **Date:** 16 – 20 May 2027 **Location:** Johannesburg **Fees:** 4500 Euro

Overview

Life Sciences Business Development and Licensing Training Course is a one-week advanced course for professionals who leave with a Life Sciences Partnering and Deal Portfolio. Participants connect therapeutic-area strategy, scientific and commercial due diligence, intellectual property licensing, risk-adjusted net present value, negotiation, and an alliance governance plan. Case-led analysis turns fragmented evidence into reviewable partnering decisions. Agile Leaders Training Center develops life sciences business development capability.

Who Should Attend

- Functions responsible for sourcing and qualifying biotechnology or pharmaceutical assets
- Teams responsible for licensing, partnering, and transaction development
- Functions responsible for alliance governance and post-deal performance
- Commercial teams responsible for therapeutic-area and market evaluation
- Innovation and technology-transfer teams responsible for intellectual property commercialization

The course assumes participants already evaluate commercial opportunities or partnerships and leaves out legal advice, clinical judgment, regulatory submissions, and investment recommendations.

Departments and Industries

The course supports departments and industries where scientific assets move through partnering, licensing, and commercialization decisions.

- Biotechnology and pharmaceutical business development
- Medical technology and diagnostics commercialization
- Research institutions and technology-transfer functions
- Licensing, alliance management, and corporate strategy
- Healthcare investment analysis and innovation functions

Learning Objectives

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

- Analyze therapeutic-area priorities and partnering options.
- Build scientific, commercial, and intellectual property diligence plans.
- Use risk-adjusted valuation and comparable-deal evidence.
- Evaluate licensing economics and deal structures.
- Apply negotiation methods to term-sheet positions.
- Build alliance governance and transition plans.

Course Agenda

Day 1: Frame the Partnering Strategy

- Therapeutic-Area Attractiveness and Strategic-Fit Matrix
- Asset Development-Stage and Evidence Map
- Partnering Thesis and Opportunity Screening Scorecard
- Partner Landscape and Capability Comparison Grid
- In-Licensing, Out-Licensing, and Collaboration Pathway Decision Tree

Day 2: Structure Due Diligence

- Scientific Evidence and Development-Risk Review Framework
- Commercial Opportunity and Patient-Market Assumption Register
- Intellectual Property Chain-of-Title and Freedom-to-Operate Checklist
- Partner Capability, Conflict, and Reputation Review
- Cross-Functional Diligence Workplan and Red-Flag Log

Day 3: Value the Life Sciences Asset

- Development Cost, Timing, and Probability-of-Success Assumption Sheet
- Risk-Adjusted Net Present Value Model
- Comparable Licensing Deal Selection Method
- Milestone, Royalty, and Exclusivity Scenario Table
- Valuation Range, Sensitivity, and Evidence Memorandum

Day 4: Design and Negotiate the Deal

- License Scope, Territory, Field-of-Use, and Sublicensing Architecture
- Upfront, Milestone, Royalty, and Cost-Sharing Term Map
- Negotiation Mandate and Concession Exchange Matrix
- Term-Sheet Position and Decision-Rights Checklist
- Alliance Governance, Escalation, and Transition Blueprint

Day 5: Practice Partnering Decisions

- Suggested Exercise: Screen a Biotechnology Asset Against the Partnering Thesis
- Suggested Exercise: Triage Scientific, Commercial, and Intellectual Property Red Flags
- Suggested Exercise: Defend a Valuation Range Under Alternative Development Scenarios
- Suggested Exercise: Negotiate a Licensing Term-Sheet Position
- Capstone Exercise: Present the Life Sciences Partnering and Deal Portfolio

Practical Exercises

The course uses suggested activities to connect life sciences evidence, valuation assumptions, licensing terms, and alliance decisions.

- Suggested activity: compare pharmaceutical and diagnostic assets with a strategic-fit scorecard.
- Suggested activity: convert diligence findings into a red-flag log, valuation adjustment, and decision gate.
- Suggested activity: test milestone and royalty alternatives against risk-adjusted value.
- Suggested activity: align negotiation positions with governance and transition responsibilities.

FAQs

Who suits life sciences business development training, and what does it assume?

Life sciences business development training suits professionals who already assess assets, partners, licensing opportunities, or alliances. It assumes familiarity with commercial evaluation and excludes legal, clinical, regulatory, and investment advice.

How does life sciences licensing training differ from general sales training?

Life sciences licensing training focuses on scientific assets, development risk, intellectual property, valuation, transaction terms, and alliance governance; general sales training focuses on prospecting, customer conversations, pipeline management, and closing.

How is risk-adjusted value used in biopharma licensing decisions?

Risk-adjusted value combines forecast cash flows with development timing, costs, technical success probabilities, and commercial assumptions. Teams use a defensible range and sensitivity analysis rather than treating one model output as a fixed transaction price.

What belongs in life sciences licensing due diligence?

Life sciences licensing due diligence combines scientific evidence, development plans, market assumptions, intellectual property position, partner capability, contractual obligations, financial inputs, and unresolved risks in a governed review process.

How should alliance governance follow a licensing deal?

Alliance governance should define decision rights, forums, information flows, performance measures, issue escalation, change control, and transition responsibilities so that both parties can manage delivery and revisit assumptions.

Conclusion

Participants take back a Life Sciences Partnering and Deal Portfolio. It connects a partnering thesis, asset screen, diligence plan, valuation range, negotiation mandate, term-sheet position, and alliance governance plan. The portfolio changes disconnected commercial analysis into a traceable decision process for reviewing biotechnology, pharmaceutical, and diagnostic opportunities.