

Master in Biotechnology Management

Bridging the worlds of science and business



Master in Biotechnology Management

www.ie.edu

IE Business School's Master in Biotechnology Management program offers the necessary combined training in solid business fundamentals and up-to-date specialized know-how in order to succeed in the biotechnology industry in a innovative and socially responsible way.



IE's objective is to train leaders in the fields of entrepreneurship, business management and corporate consultancy services - leaders who create collective value by instigating competitive business projects without losing sight of responsibilities and commitments to their environment. The numerous changes taking place in

society have made our mission more intense and exciting as we rise to the challenge of upholding our firm commitment to continuous innovation and the pursuit of excellence.

We are also fully aware of the new business opportunities opened up by information and communication technologies. They constitute an integral part of our programs, not only as mere work tools but also in the form of training material in each area.

Moreover, we believe that only globally oriented business initiatives will be able to survive in the not so distant future, which is why a large number of our 35,000 alumni work in different continents. Our student body comprises over 65 nationalities at any given time, and the enormous diversity of nationalities among our teaching faculty makes us one of the most international business schools in the world.

The **Master in Biotechnology Management Program** at IE Business School provides all the ingredients for professional success in the competitive world of management. If you consider IE to be the place to undertake the training you need for an increasingly dynamic and changing world, place a year of your life in our hands. The calibre of your contribution to society and the professional success that goes with it will depend only on your determination to succeed.

Santiago Iñiguez.

Dean

Master in Biotechnology Management

The biotechnology revolution brought about by the recent advances in life sciences is transforming. From agricultural and environmental to pharmaceutical and healthcare products and services, the industrial sectors transformed by represent one of the largest and most steadily growing building blocks of the global economy. Their social impact is overwhelming, generating tremendous progress in quality of life but also strong reactions that need responsible management based on solid ethical principles.

The challenge of scientific complexity, tight regulatory oversight, long development times, unusual market structures and highly unpredictable outcomes are defining constraints within which the biotech industry evolves.

The Master in Biotechnology Management is a rigorous program that, through the combination of specific and general knowledge, offers its students the skills and abilities, as well as the network that are necessary in order to gain a competitive advantage in the biotechnology industry and be able to excel in any position in the biotechnology and its related industries.

Participants

Participants must possess a university degree or equivalent and work experience.

Students in this master program may come from a wide range of undergraduate majors and professional areas, and from any country.

This program is aimed at:

- Scientists engineers /technicians, pharmaceutical or medical specialists seeking to undertake management positions in biotech firms.
- Professionals from diverse backgrounds (financial, legal, commercial, human resources) seeking to enter the biotech sector or engage biotech clients.
- Academic institution or public sector officials needing a deep understanding of the biotech industry.
- Entrepreneurial individuals striving to create and manage a biotech business they will establish themselves.

Program objectives

The main objective of the Master in Biotechnology Management is to thoroughly prepare professionals from a variety of disciplinary backgrounds to develop a successful managerial career into the biotech companies and related areas.

Provide an advanced level of general and specific knowledge combined with managerial abilities and skills in order to enable students to undertake the highly professional positions in this industry.

Create a stimulating learning environment of innovation, entrepreneurship and social responsibility, bringing together highly qualified students, a world-class international faculty of experts, leaders in the biotech industry.

Networking and Collaborators

This program will collaborate with a variety of organizations, throughout the biotechnology industry, enabling students to discuss issues directly with key managers and increasing their network.

Learning Model

· Face-to-face-training

The residential periods permit students to work with concepts and skills that require physical presence, establish contact with the professors and interact with their fellow participants.

During these periods different activities take place, such as seminars focused on skill-building activities, presentations of individual and group projects, assessment tests for monitoring the students' progress, and conferences or visits to relevant enterprises of biotechnology market.

-Boston

The second residential period will take place in Boston, the biotech capital of the world. Boston, which nests the largest concentration of biotech, pharma and related companies in the world, will allow our students to visit some of the most recognized companies, such as the Genzyme Center Corporate Headquarters, which combines innovative design and cutting-edge technology to achieve two goals: creating an exciting new workplace for more than 900 Genzyme employees, and setting a new standard in environmentally responsible architecture.

Along this residential period, a series of conferences to focus on the latest issues and challenges that professionals face in the sector will take place in the Executive Conference Center at University Park

Hotel@MIT. These conferences will be led and chaired by leaders from the sector, who will share their real-world experiences, knowledge, and expertise, keeping you up to date with the latest developments within it, as you expand your network of contacts within the industry itself.

· Online methodology

Based on the case method and facilitating team work in diverse and highly international teams, the methodology of the Master in Biotechnology Management focuses on real business cases discussion and analysis of specialized issues. It is enhanced by the participants' experience and moderated by the professor in such a way that it fosters decision making and problem identification.

The virtual campus is the fundamental point of reference for the online activities that form a communication platform for group work and for the teacher-led online sessions. Students participate in online forums and discussions and have easy access to the comments, opinions and experiences of professors and fellow students, as well as general information on the program.

These online forums will be active 24 hours per day allowing each person more convenient time management and facilitating active participation and contribution.

-Industry Specialized Conferences

During the online periods, video-conferences by experienced industry professionals will be held. These conferences will provide a real taste of biotech sector in order to apply techniques and keys learnt in more theoretical classes.

1st Residential Period

Madrid

2 weeks

Online Period

2nd Residential Period

Boston

1 week

Online Period

3rd Residential Period

Madrid

2 weeks

Program Length

13 months

Intake

February

Program language

English

Structure

online periods and short residential periods

Ask for a demo

www.master-biotech.ie.edu

General Management Courses

Cost Accounting and Management Control

Financial Accounting

Fundamentals of Finance

Competitive Strategy

Specialized Courses

Biotech Industry Fundamentals

Legal Issues in Global Business

Operations & Quality in the Life Sciences

Marketing and Sales for the Biomedical Market

Economic Environment and the Economics of Healthcare

General Management Courses

Organizational Behaviour and Human Resources Management

Information Systems Fundamentals

Specialized Courses

Intellectual Property in the Life Sciences Industry

Business Development in the Life Sciences

Regulation of the Life Sciences Industry

Strategy Implementation & Uncertainty Management

Innovation and R & D Management in the Life Sciences

Finance and Global Life Sciences Business

Global Entrepreneurship in the Life Sciences

Corporate Social Responsibility and the Life Sciences Firms

Stakeholder Communications Management

Some of our Faculty

Frank Lexa

A.B. in Biology, Harvard University.
M.S. in Physiology & Medicine, Stanford University.
M.B.A. The Wharton School, University of Pennsylvania.
Adjunct Professor of Marketing, The Wharton School of the University of Pennsylvania-Graduate Division.
Clinical Associate Professor of Radiology, Neuroradiology. Division, Hospital of the University of Pennsylvania.

Glynn Faircloth

Ph.D. Degree; Boston University.
B.A. Degree; Harvard University.
Member of the Board of Directors, PharmaMar USA, Inc.
Vice President for Preclinical Drug Development, PharmaMar, S. A.
President, Chief of Operations and Treasurer, PharmaMar USA, Inc.

Claire Bastien

M.D. - Ph.D. (Paris / France).
Master in Finances for non Financial Executives, IE Business School.
Master in Strategic Marketing, INSEAD.
Country Manager Spain & Portugal , Bioenvision.
Communication Director, Europe, Aventis Pasteur MSD.
Business Development & Communication Director and Marketing Director, Aventis Spain.
Worldwide Product Manager -Strategic Marketing Aventis France.

Carlos Malpica Lizaraburu

PhD. Degree, Université de Paris, France.
International Executive MBA, IE Business School.
M.Sc. General Microbiology, Pasteur Institute Paris.
Commercial Director, Progenika S.A.
International Manager Bioresources, L' Oreal.
General Secretary, Bioeurolatina.

Florian Eckhardt

Ph.D. & Master in Biology, Universität Freiburg.
International Executive MBA, IE Business School.
Graduate and undergraduate student in Biology, Albrecht-Ludwigs Universität Freiburg.
Business Developer for New Technologies, BRAHMS AG, Hennigsdorf.
Senior Manager and Project Manager, Epigenomics AG, Berlin.

Cesar Baena

PhD Degree, London School of Economics.
BA York University, Canada.
M.Sc. Universidad de Montreal.
Strategy Professor, Bordeaux Business School.
Visiting Professor of Strategy, IE Business School.

Piyush Unalkat

PhD Biotechnology, King's College London.
International MBA, IE Business School.
Investment Manager, European Investment Fund.

Head of Business Development, Genetrix Spain.
Investment Manager for VC investments in Life Science sector, NewMedia Spark / Milenio Capital (Madrid) & KCL Enterprises (London).

Alfonso Lopez de la Osa

PhD. in Public Law, Université de Paris-I Panthéon-Sorbonne.
Associate Professor, Department of Administrative Law, Universidad Complutense de Madrid.
Advisor and Consultant in Health, Pharmaceutical and Medical Law.

Manuel García Goñi

Ph.D., Economics, Boston University.
M.A. in Political Economy, Boston University.
B.A. in Business and Economics, Universidad de Navarra.
Assistant Professor. Department of Applied Economics. Universidad Complutense de Madrid.

Andres Ballesteros

LL.M. in Banking, Corporate and Finance Law , Fordham University School of Law.
International MBA. IE Business School.
General Manager, Orphamed, S.L.
Senior Associate. Hunton & Williams LLP, New York.
Assistant Vice President, Banco Santander Central Hispano New York.

Gustavo Fuster Olaguibel

Degree in Pharmacy, Universidad Complutense de Madrid.
Master Degree in Biotechnology, Aliter Business School.
Patent Director, Pons Patentes y Marcas.
Intellectual Property Director, Genetrix, Spain.

Speakers

Vicki Sato

PhD, Harvard University
Professor of Management Practice at Harvard Business School.
Professor of the Practice in the Department of Molecular and Cell Biology, Harvard University.
Business advisor to companies in the biotechnology and pharmaceutical industries.

Alvaro Acebron

PhD in Biology Sciences, Universidad Autónoma de Madrid.
MBA, IE Business School.
General Director, Italfármaco S.A.

Jorge Boldrini

MBA - Manchester Business School - United Kingdom.
Bs in Business Administration, Universidad Católica Argentina.
Business Unit Director, Primary Care - Eli Lilly Mexico.

Daniel Katzman

President and Founder, NeuroHealing Pharmaceuticals, Inc.
Former VP of Business Development at Oridion Medical Ltd.
Degree in Biochemistry, Universidad Nacional de La Plata, Argentina.

For more information on the Faculty: www.master-biotech.ie.edu

Master in Biotechnology Management

“We have identified that there is a consensus in the biotechnology sector, and among the analysts worldwide, that one of the main issues in developing the biotech sector as a global industry, is the requirement for new talent management. The levels of complexity and uncertainty are always increasing in this sector and this really calls for a crucial ability to manage interdisciplinary group teams and people from different backgrounds, putting them all together into a functional group able to manage these complex business units. I believe a master like this can really prepare professionals for bridging the world of the complex science, and its technical and regulatory aspects, with the business' world.”



◀ **Rubén Henríquez**
Academic Director
Ph.D. in Molecular Cell Biology (The Rockefeller University, New York).
International Executive MBA (IE Business School, Madrid). CEO of Apoteknos SL (Madrid, Spain)

The Careers Management Centre A new world of opportunities

The mission of IE Business School Careers Management Centre is to equip all students with the full set of skills needed to successfully manage their post-Master in Biotechnology Management career and to foster the contact between corporate recruiters and IE community.

The Careers Management Centre does all of this through individual career planning and coaching sessions, seminars and workshops on career orientation, market research, effective interviewing, networking, an interactive password-protected web page and a virtual library, providing access to a large number of on-line resources. careers.ie.edu

Admissions Process www.master-biotech.ie.edu/admissions.php

Our selection process emphasizes leadership potential, strong academic ability, and personal qualities and characteristics. The Admissions Committee will consider the following criteria when assessing applicants:

- A Bachelor degree from an accredited college/university** (or a degree equivalent to 180 Eurocredits).
- Demonstrated professional experience.**

A complete application including all supporting documents.

In order to evaluate each candidature more thoroughly, the Admission Committee may require the GMAT/GRE/IE Admissions Test and/or the TOEFL examination.

Alumni Association

IE Business School Chair in Social Responsibility, provides a platform for research into business practices involving ethical, individual, social and corporate issues. The Chair, sponsored by the Alumni Association, upholds the awareness among IE Business School graduates, instilled during your studies at IE, of the increasingly important role of ethics in generating collective wealth.

The **Virtual Alumni Community** is a fully interactive site encompassing forums, access to databases, noticeboards and a virtual shop.

The **Alumni Association** also organizes other social event including alumni reunions, tennis classes, golf tournaments, football tournaments, and sailing events all of which offer great potential to the growth of your IE Network.

Why a Master in Biotechnology Management at IE Business School?

www.ie.edu

IE Business School Experience

IE Business School alumni form part of a 35,000 strong network spread over 95 countries across the world. They share far more than a Master's degree. They share IE Business School experience - a life-changing experience in an international business school that is independent and diverse, where entrepreneurship and innovation form part of the day-to-day fabric, along with academic excellence, an unparalleled corporate network, and socially responsible vision.

International Environment

Students at IE Business School enjoy a truly international atmosphere, with more than 73 nationalities on campus, and a faculty comprising 40% international professors.

Academic Excellence

IE Business School is ranked by the international press as one of the best business schools in the world – among the top 5 in Europe and top 20 worldwide. IE Business School is also fully recognized by the three leading accreditation agencies in the business education arena: AACSB, EQUIS and AMBA, three prestigious institutions whose recognition guarantees the quality of business management training programs. This three-fold achievement is known in the sector as the "triple crown". IE Business is in permanent with business realities, as reflected in each level of the learning process.



Global Reach

IE Business School is truly international, not only in terms of student body and faculty, but also in the content of its programs. International rankings by Financial Times, The Economist or BusinessWeek place IE Business School among the five top business school in Europe, and among leading schools worldwide for its MBA and Executive Education Programs.



Innovative Methods

The Master in Biotechnology Management at IE Business School is a specialized 13-month master's program that offers the unique opportunity to pursue a highly valued degree from a prestigious international business school while working and without the need of relocation. IE Business School's innovative online teaching complements the case study and the group work in highly diverse teams methods, in order to create a new and advanced platform for training global managers and equipping them with up-to-date specialized skills and know-how.

Entrepreneurship

Entrepreneurial Studies at IE Business School

IE Business School is itself the creation of a group of entrepreneurs, and the entrepreneurial spirit of the founders has been a guiding principle since our inception.

At IE Business School we view entrepreneurship as a mentality focused on the systematic identification, evaluation and development of business opportunities.

To further build on this entrepreneurial spirit, IE Business School has an Entrepreneurship Department with a team comprising over 200 external tutors who serve as mentors during the development of business plans, and who design training program in the fields of corporate venturing, family venturing and independent venturing.

IE Business School would like to extend its deepest thanks to all those students, alumni, faculty members, and other parties who appear in this brochure.



If you want to learn more about the program, our faculty and other IE initiatives:

- Please contact our international offices: www.ie.edu/offices
- Request the full brochure or more information at IE in Madrid:

**IE Business School
Admissions Department**

María de Molina, 13
28006 Madrid, Spain
Tel.: +34 91 568 96 10
Fax: +34 91 568 97 10

admissions@ie.edu
www.ie.edu

- Download the pdf program: www.master-biotech.ie.edu

IE Offices Worldwide

ARGENTINA-Buenos Aires
Contact: Federico Paviolo
e-mail: argentina@ie.edu

BRAZIL-Sao Paulo
Contact: Newton Campos
e-mail: brasil@ie.edu

CHILE-Santiago de Chile
Contact: Mauricio Yury
e-mail: chile@ie.edu

CHINA-Shanghai
Contact: Estela Ye
e-mail: china@ie.edu

COLOMBIA-Bogota
Contact: Patricia Salgar
e-mail: colombia@ie.edu
centroamerica@ie.edu

ECUADOR-Quito
Contact: Alexandra Pérez
e-mail: ecuador@ie.edu

INDIA-Mumbai
Contact: Karan Gupta
e-mail: india@ie.edu

MEXICO-Mexico D.F.
Contact: Álvaro Sánchez
Yolanda Fernández
e-mail: mexico@ie.edu

PERU-Lima
Contact: Bruno Garro
e-mail: peru@ie.edu

RUSSIA-Moscow
Contact: Stepan Kuznetsov
e-mail: russia@ie.edu

SINGAPORE- Singapore
Contact: Dirk Hopfl
e-mail: Dirk.Hopfl@ie.edu

USA- New York
Contact: Boris Nowalski
e-mail: usa@ie.edu

Miami
Contact: Guillermo P. Montes
e-mail: gmontes@ie.edu

Los Angeles
Contact: Jean Marie Winikates
e-mail: jmwinikates@ie.edu

VENEZUELA-Caracas
Contact: Raoul Benaim
e-mail: venezuela@ie.edu