

“It is not the strongest of the species that survives,
nor the most intelligent.
It is the one that is the most adaptable to change.”
Charles Darwin (1809-1882)



Biotechnology Management

QUICK FACTS

Format: Blended*

Intake: September

Profile: Professional and Executive

Locations: Boston, Online, Madrid

WEB: www.ie.edu/biotechnology-management

Language: English

Duration: 6 months**

*Combines face-to-face and online interactive periods

**In addition to IE's Core Global MBA+ or Executive MBA+

An exclusive experience.
It's your choice



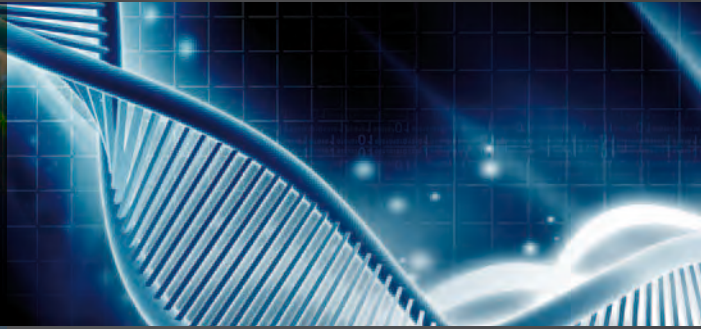
Global **MBA+** }
Executive **MBA+** }



The Global MBA+ and the Executive MBA+ are two part-time programs designed to be compatible with professional activity. Their curricula combine the well-rounded content of an MBA from IE Business School with the depth of a Specialized Program. Their customization options let you tailor the program to your professional needs and personal circumstances.

+networking +specialization +opportunities

+ Biotechnology Management



At IE Business School we believe that the powerful combination of an MBA with specialized knowledge from the Biotechnology sector is the most effective business education for tomorrow's industry leaders.

IE's sequence of the Core MBA followed by the Specialized Program +Biotechnology Management ensures a solid grounding in business education, which is then applied in context for the Biotech industry. Please note that this +Biotechnology Management cannot be taken separately. It has been designed specifically to follow the Core MBA module and complete the MBA experience for students. IE MBA alumni are exempt from this rule and may join this module separately.

...if your profile is Executive MBA+

Face-to-face Biweekly

Blended

...if your profile is Global MBA+

Blended

Blended²

CORE MBA PROGRAM

The Core MBA Period is offered in English or in Spanish



MODULE

+Biotechnology Management

Intakes

(Choose one)

Nov

Apr

Nov, Mar

Nov

● English

The Specialized Program starts in September and is offered in the Blended format.



INDUSTRY INTRODUCTION

From agricultural and environmental sectors to pharmaceutical and healthcare products and services, the industries and institutions emerging from the biotech revolution 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 difficult

issues that need responsible management based on solid ethical principles. Growing scientific complexity, tight regulatory control, long development times, unusual market structures and highly unpredictable outcomes are just some of the challenges facing biotechnology management today.

“ Ambitious professionals and executives who are interested in pursuing a career in biotechnology or related industries such as the venture capital one, need an education that prepares them to master the industry-specific challenges in order to excel in their professional lives. The Specialized Program +Biotechnology Management has been designed to equip students with the skills and techniques needed to address these challenges and pinpoint the growing number of opportunities now emerging in the biotech, pharma, and healthcare sectors. ”

Joachim Grenel

Professor of Economics and Healthcare +Biotechnology Management
Managing Director, Bioscience Valuation BSV GMBH, Germany

KEY BENEFITS

- Acquire the knowledge and skills to master the future challenges of the biotechnology industries.
- Gain in-depth insights on how to manage biotech R&D and innovation.
- Apply specific financial concepts to assess the industry's profitability and potential to create value.
- Study and develop product launch and marketing strategies for a highly regulated industry.
- Learn how to analyze and manage different stakeholder interests (pharma & biotech, patients and physicians).

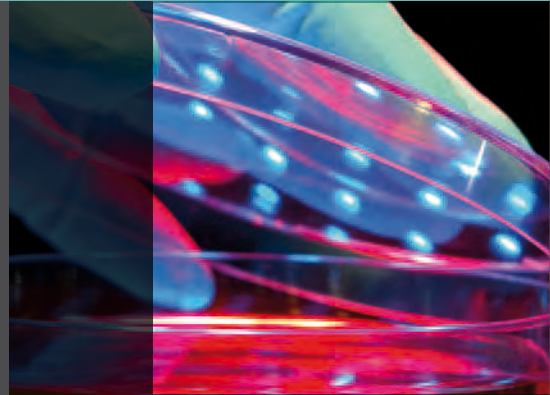


CAREER IMPROVEMENT

Past graduates have been elected to join company-wide global career development programs, moved on to positions with more responsibility, or started their own biotech companies. All in all, IE has paved the way for a vast majority of its successful graduates and continues to leave its mark by helping them make a change in the corporate world.

AIMED AT...

Standout professionals that have decided to launch or propel their professional careers within the biotechnology, pharma or healthcare sectors. Participants are seeking to develop the skills and competencies required to take up new responsibilities in management and become effective leaders in the field.

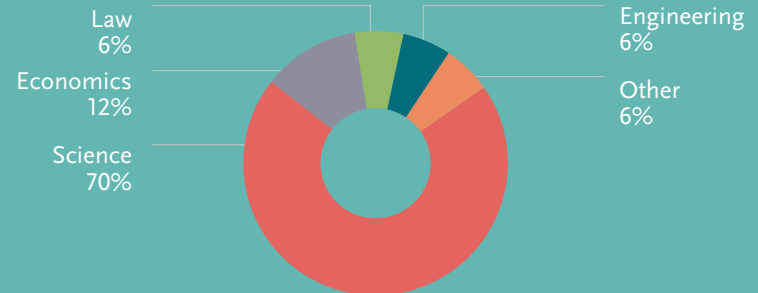


CLASS PROFILE

Employment Functions

Marketing & Sales	6%
Other	6%
R & D	28%
Consultant	24%
Academic	12%
General Management	12%
Legal	12%

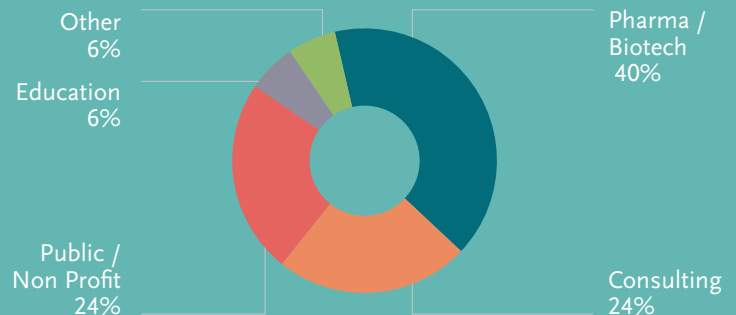
Academic Background



Geographic Origin

Middle East	6%
Africa	6%
Asia - Pacific	18%
Europe	28%
Spain	24%
Latin America	18%

Sectors of Employment



PROGRAM STRUCTURE

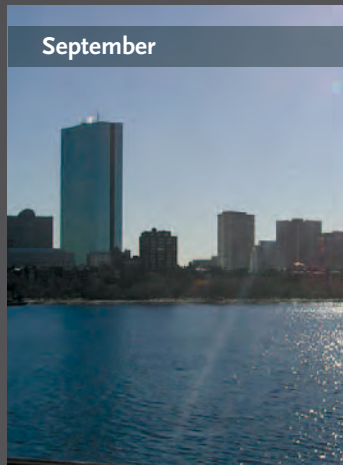
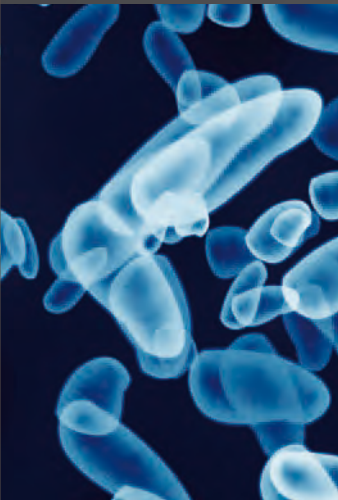
Global MBA+ or
Executive MBA+

+Biotechnology Management

9 -11 months

6 months

CORE PROGRAM



September

1 week in
Boston



Interactive
Online Period



March

1 week in
Madrid

PROGRAM STRUCTURE

The +Biotechnology Management specialized program combines face-to-face periods with online interactive distance learning periods; a format that guarantees maximum flexibility and is ideal for the busy agendas of researchers, professionals and executives.

During the face-to-face periods, guest speakers from the public and the private sectors share their best practices with the students through lectures and company visits.

Online interactive learning periods occur between each face-to-face module, ensuring continued learning and connection between classmates for the duration of the program.



SPECIALIZED COURSES

Introduction to Biomedical and Healthcare Management

Economics of Healthcare

Business Development in the Life Sciences

Biotechnology Marketing & Sales Management

Operations & Quality in the Life Sciences

Finance & Global Life Sciences Business

Strategy Implementation & Uncertainty Management

Innovation and R&D Management in the Life Sciences

Intellectual Property in the Life Sciences

Regulation of the Life Sciences Industry

Entrepreneurship

Career Development Workshops

Please note that some program content may be subject to change.

WHY BOSTON

To strengthen the link with the real world, the first face-to-face period will be held in Boston; amid the world's largest density of biotech companies. Boston is home to a wealth of prestigious universities and advanced research centers with a long history in the creation of business from science and technology, and to international headquarters of many of the sector's leading companies. To ensure a 360° view of the biotech industry, students visit some of the most relevant companies in the sector, where they get to interact and network with top executives, and attend a series of conferences on the latest challenges and opportunities in the industry.





BLENDED EXPERIENCE

IE's blended methodology consists of combining intense short face-to-face periods with interactive online periods, allowing cross-cultural teams to work on global projects regardless of their geographic location. The virtual campus, through which the contents of the program are being delivered, runs actively 24/7. Complementing the online forum discussions, participants work with a variety of digital distance learning tools, from video conferencing and instant messenger to online documents and VOIP.



Watch the video!

FACULTY

This flexible and rigorous program is designed and taught by IE Business School's international faculty, comprised of exceptional educators, researchers and business people with highly diverse personal and professional profiles. With their considerable industry experience in some of the world's leading biotech corporations and their involvement in consulting projects and other activities, the faculty remains in constant touch with new business developments and knows exactly how to help the program participants develop their full potential.

Alexander Schuhmacher

CEO, BioScience Excellence, Germany

Claire Bastien

Implementation of Iberian Commercial Operations for various Biotechnology start-ups, Spain

Florian Eckhardt

Business Developer for New Technologies, BRAHMS AG, Germany

Francisco Javier Fernández

Co-founder and former CEO of Suanfarma Biotech Business Development Director, Vivia Biotech SL, Spain

Frank Lexa

Adjunct Professor of Marketing, The Wharton School of the University of Pennsylvania-Graduate Division, USA

Jeremy Whitty

Director of the School of Health Sciences at Hibernia College Dublin, Ireland

Joachim Greul

Managing Director, Bioscience Valuation BSV GMBH, Germany

Neil Thomas

Partner, Ventac Partners, Spain

Piyush Unalkat

Investment Manager, European Investment Fund, Spain/Luxembourg

Rubén Henríquez

CEO of Laboratorios Sanifit, Spain

Tamara Lewicki

Manager Regulatory Affairs Spain & Portugal, Quintiles, Spain

ADMISSIONS PROCESS

The admission to the +Biotechnology Management module is integrated in the definite admission to the Global MBA+ or Executive MBA+ programs. If the language of instruction of the specialization module differs from the chosen core MBA, language proficiency must be demonstrated during the interview stage of the admissions process.

Alumni that have previously acquired an MBA degree with IE and wish to take +Biotechnology Management as an add-on module must submit their updated CV and carry out an interview with a member of the Admissions Committee.

Start your online application at www.ie.edu/biotechnology-management/admissions

Legal disclaimer: please note that the above mentioned program information may be subject to changes



CONTACT:

Admissions Department
Maria de Molina, 11
Madrid, Spain

T: +34 915 689 610
F: +34 915 689 710
admissions@ie.edu

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