



## **BioEntrepreneurship & Innovation Program (BEI)**

### **From Scientist to BioEntrepreneur - Creation of a Marketable Product**

#### **Module B: Fundamentals**

Switzerland considers itself the global leader of innovation, and Zurich is a dominant innovation hub for the Life Sciences. Many biotech companies are founded by scientists, whose startups often face similar challenges and pitfalls. The „BioEntrepreneurship & Innovation“ (BEI) Program supports aspiring entrepreneurs to soundly prepare and kick-start their spin-offs, taking a hands-on approach.

Building on the knowledge acquired in Module A, Module B dives deeper into the wide field of BioEntrepreneurship, covering essential topics such as intellectual property (IP), regulatory affairs, finances and legal aspects of founding a company. Furthermore, participants continuously develop and refine their startup ideas, product developments and pitches.

#### **General Information:**

Course instructors:	Prof. Simon P. Hoerstrup, MD PhD Prof. Roger M. Nitsch, MD Elke Zappe, Dipl. oec. (BEI Program Director) Christina Sina, PhD (BEI Program Manager)
Course location:	Institute for Regenerative Medicine · IREM University of Zurich, Campus Schlieren Wagistrasse 12 / 9 <sup>th</sup> floor 8952 Schlieren - Zurich
Dates:	Ten Wednesday afternoons from 23 September until 9 December
Time:	14:00 - 17:30
Max. participants:	25
Credit points:	3
Costs:	Free participation
Prerequisite	Participation in BEI Module A

#### **Objectives:**

- Deepening your knowledge about the professional requirements for a startup venture
- Translating these insights into your own business case
- Adopting soft skills needed in business life: negotiation, conflict management etc.

#### **Content:**

- Intellectual Property (IP)
- Basics of Business Law
- Financing a Startup Venture
- R&D and Quality
- Soft Factors and leadership for BioEntrepreneurs
- Clinical Trials



**Course methods:**

- Learning by doing: Guided by our experts, you will work in teams to advance your business cases
- Networking: Presentations by and discussions with experienced, successful BioEntrepreneurs
- Team work: Development of your startup idea

**Individual performance and assessment:**

- Pitching of startup ideas in teams (70%)
- Written exam on key takeaways (30%)

**Facilitators:**

- Founders, Industry Professionals & serial Entrepreneurs in BioTech, MedTech & Pharma