

2019-2020 C.E.L.forpharma Training Calendar

- Market Access, Pricing & Health Economics
- Strategic Pharma Marketing
- Medical Affairs
- Business Development & Licensing



Questions?

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2019 COURSES	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
Principles of Pharma Market Access in Europe Mark Silvey & Nick Proctor		24-25 LONDON			3-4 BRUSSELS
Value Pricing for Market Access Gary Johnson		26-27 LONDON			5-6 BRUSSELS
Health Economics for Non-Health-Economists Lieven Annemans			8-9 BRUSSELS		17-18 BRUSSELS
Accelerating Market Access in Rare Diseases David Schwicker				19 BRUSSELS	
The Health Technology Assessment Course Lieven Annemans				26 BRUSSELS	
Practical Guidelines for HTAs in Europe Louise Heron				27 BRUSSELS	
Fundamentals of RWE for Optimising Market Access Paul Craddy & Graham Foxon				21 BRUSSELS	
Medical Affairs for Modern Pharma Chris Toller		26-27 LONDON			12-13 LONDON
The Strategic e-Medical Affairs Course Ben Harbour			15-16 ZURICH		10-11 LONDON
Business Acumen For Medical Science Liaisons Maaïke Addicks			17-18 ZURICH	27-28 BRUSSELS	
Personalising Patient Experiences Using Behavioural Science John Weinman & Nathan O'Donnell			15 BRUSSELS		
Personalising Patient Experiences Using Behavioural Science John Weinman & Nathan O'Donnell			15 BRUSSELS		
Strategy & Planning for Commercial Launch Success in Pharma Joeri De Haes & Kurt Arco		24-25 ZURICH			10-11 BRUSSELS
Pharma Marketing For Non-Marketing Functions Edouard Demeire				21-22 BRUSSELS	
Strategic Account Management in Pharma David Wright & Pijush Bose				13-14 BRUSSELS	
The Pharma Brand Planning Course Edouard Demeire				19-20 BRUSSELS	
The Strategic Digital Pharma Marketing Course Vladimir Rogiers & Jan Keuppens			1-2 BRUSSELS	26-27 ZURICH	
The Multi-Channel Patient Engagement Course Beverly Smet & Vladimir Rogiers			16-17 LONDON		
Late Stage Pharma Lifecycle Management Neal Hansen				28-29 ZURICH	
The Pharma Forecasting Course Gary Johnson		19-20 BRUSSELS			10-11 LONDON
The Pharma Forecasting Course Gary Johnson		19-20 BRUSSELS			10-11 LONDON
The Pharma Business Development Course Martin Austin			8-9 BRUSSELS		12-13 LONDON
The Pharmaceutical Out-licensing Course David Scott			15-16 MUNICH		5-6 LONDON
The Pharma Licensing Negotiation Course Roger Cox					2-3 LONDON
Pharma-Biotech Product & Company Valuation Patrik Frei					4 LONDON

2020 COURSES	MARCH	APRIL	MAY	JUNE	JULY
Principles of Pharma Market Access in Europe Mark Silvey & Nick Proctor				16-17 ZURICH	
Value Pricing for Market Access Gary Johnson				18-19 ZURICH	
Health Economics for Non-Health-Economists Lieven Annemans	10-11 BRUSSELS			3-4 BRUSSELS	
Accelerating Market Access in Rare Diseases David Schwicker		2 BRUSSELS			
The Health Technology Assessment Course Lieven Annemans				17 BRUSSELS	
Practical Guidelines for HTAs in Europe Louise Heron		DATE TBD			
Fundamentals of RWE for Optimising Market Access Paul Craddy & Graham Foxon		DATE TBD			
Medical Affairs for Modern Pharma Chris Toller		2-3 ZURICH			
The Strategic e-Medical Affairs Course Ben Harbour	31 ZURICH	1 ZURICH			
Business Acumen For Medical Science Liaisons Maaïke Addicks			14-15 LONDON		
Personalising Patient Experiences Using Behavioural Science John Weinman & Nathan O'Donnell			13 LONDON		
Personalising Patient Experiences Using Behavioural Science John Weinman & Nathan O'Donnell			13 LONDON		
Strategy & Planning for Commercial Launch Success in Pharma Joeri De Haes & Kurt Arco				18-19 BRUSSELS	
Pharma Marketing For Non-Marketing Functions Edouard Demeire					
Strategic Account Management in Pharma David Wright & Pijush Bose					
The Pharma Brand Planning Course Edouard Demeire				3-4 BRUSSELS	
The Strategic Digital Pharma Marketing Course Vladimir Rogiers & Jan Keuppens	17-18 BRUSSELS		26-27 LONDON		
The Multi-Channel Patient Engagement Course Beverly Smet & Vladimir Rogiers			12-13 LONDON		
Late Stage Pharma Lifecycle Management Neal Hansen			28-29 LONDON		
The Pharma Forecasting Course Gary Johnson	24-25 ZURICH			3-4 LONDON	
The Pharma Forecasting Course Gary Johnson	24-25 ZURICH			3-4 LONDON	
The Pharma Business Development Course Martin Austin	26-27 ZURICH			9-10 BRUSSELS	
The Pharmaceutical Out-licensing Course David Scott			26-27 BRUSSELS		
The Pharma Licensing Negotiation Course Roger Cox			28-29 BRUSSELS		
Pharma-Biotech Product & Company Valuation Patrik Frei		20 BASEL			

2020 COURSES	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
Principles of Pharma Market Access in Europe Mark Silvey & Nick Proctor			13-14 LONDON		8-9 BRUSSELS
Value Pricing for Market Access Gary Johnson			15-16 LONDON		10-11 BRUSSELS
Health Economics for Non-Health-Economists Lieven Annemans			8-9 BRUSSELS		10-11 BRUSSELS
Accelerating Market Access in Rare Diseases David Schwicker			8 LONDON		1 ZURICH
The Health Technology Assessment Course Lieven Annemans				18 BRUSSELS	
Practical Guidelines for HTAs in Europe Louise Heron		DATE TBD			
Fundamentals of RWE for Optimising Market Access Paul Craddy & Graham Foxon		DATE TBD			
Medical Affairs for Modern Pharma Chris Toller			14-15 BRUSSELS		8-9 LONDON
The Strategic e-Medical Affairs Course Ben Harbour		22-23 BRUSSELS			10-11 LONDON
Business Acumen For Medical Science Liaisons Maaïke Addicks		24-25 BRUSSELS			3-4 ZURICH
Personalising Patient Experiences Using Behavioural Science John Weinman & Nathan O'Donnell					2 ZURICH
Personalising Patient Experiences Using Behavioural Science John Weinman & Nathan O'Donnell					2 ZURICH
Strategy & Planning for Commercial Launch Success in Pharma Joeri De Haes & Kurt Arco			6-7 LONDON		17-18 BRUSSELS
Pharma Marketing For Non-Marketing Functions Edouard Demeire				26-27 LONDON	
Strategic Account Management in Pharma David Wright & Pijush Bose					
The Pharma Brand Planning Course Edouard Demeire				24-25 LONDON	
The Strategic Digital Pharma Marketing Course Vladimir Rogiers & Jan Keuppens		22-23 ZURICH			15-16 BRUSSELS
The Multi-Channel Patient Engagement Course Beverly Smet & Vladimir Rogiers		24-25 ZURICH		24-25 BRUSSELS	
Late Stage Pharma Lifecycle Management Neal Hansen				17-18 BRUSSELS	
The Pharma Forecasting Course Gary Johnson			1-2 BRUSSELS		17-18 LONDON
The Pharma Forecasting Course Gary Johnson			1-2 BRUSSELS		17-18 LONDON
The Pharma Business Development Course Martin Austin		29-30 BRUSSELS			15-16 LONDON
The Pharmaceutical Out-licensing Course David Scott					3-4 LONDON
The Pharma Licensing Negotiation Course Roger Cox				30 LONDON	1 LONDON
Pharma-Biotech Product & Company Valuation Patrik Frei					2 LONDON