Roger Cox

The Pharma Licensing Negotiation Course

LEARN from interacting with your industry peers

It was a well-organised course covering all aspects of License Negotiation. Negotiation exercises were highly valuable. Absolute “must-do” for business development professionals.”

Will-Pharma
Karlygash Abildayeva
New Business Development Manager
Belgium
The Pharma Licensing Negotiation Course

Learn

- The skill set required to successfully negotiate licence deals in the pharma-biotech world, to persuade and build consensus.
- What you need to prepare and check before starting a negotiation.
- The methods for determining value and spreadsheet financial modeling to improve negotiation outcomes.
- Practise negotiating skills in 4 interactive role plays featuring typical Pharma/Biotech licensing situations.
- The differences between integrative and distributive negotiation strategies and tools to improve leverage.
- The various types of licence agreements used in pharma-biotech, and methods to determine royalty rates and value sharing.

Dr. Roger Cox has 30 years of licensing experience encompassing both big and small pharma/biotech companies.

Currently Sr. Consultant with Plexus Ventures, Roger was formerly Executive Director with J&J’s Global Pharma BD Group where he negotiated over 50 commercial licence agreements.

The Expert

Roger Cox

Dates & Locations

- 28-29 May 2020, Brussels
- 13-14 October 2020, Zurich
- 30 Nov - 1 Dec 2020, London

Visit www.celforpharma.com for registration fees and updates.

Additional Benefits

- The role-plays include a variety of negotiation scenarios: Royalty negotiations, term sheet negotiations, etc.
- To ensure you optimally benefit from the role play sessions with executives from a variety of backgrounds, the audience size is limited to 10 max.

What Participants Say About This Course

"Highly specialised course. I appreciated the experience sharing with people from the field. Highly recommended."

Alfa Intes Industria Terapeutica Splendore
David Alessio
Business Development Manager
Italy (December 2019)

"This course is a very efficient one, both for experienced Business Development professionals and also for those who are just starting to work in licensing. Real world content, great structure and rich expertise of the trainer make it a great value."

DSM
Araksya Topchyan
Global Marketing Manager Pharma
Switzerland (May 2019)

"Great to meet Roger and all other experienced participants at the course! I’m happy to have more tools to utilise for the challenges of BD&L in pharma."

Abdi Ibrahim
Elif Ulku
Business Development Supervisor
Turkey (December 2019)
Day 1

10:00  Welcome

10:30  Introduction - Negotiation Skills
   • The 7 master-level negotiation skills for Pharma and Biotech and how to develop them
   • Networking, opportunity identification, deal initiation and managing deal flow

11:30  Coffee Break

11:45  Preparing to Negotiate
   • Check lists, term sheets and value drivers
   • Financial models and net present value (NPV)
   • Risk adjusted NPV allocation and decision tree analysis
   • Headline Deal Value
   • Influence of goal setting on negotiation outcome
   • Better negotiation

13:00  Lunch

13:45  Advantages and Pitfalls of Different Negotiation Tools
   • The traded concession
   • The give-away paradox
   • Bundling the not-so-good
   • Using deal breakers & challenging them
   • Expanding choice to get a good result
   • Using timing & time to your advantage

14:15  Role Play 1 – Preparing to Negotiate
   • Role play exercise: involving the Licensing Director of a pharmaceutical company seeking to license a drug delivery technology for a new chemical entity from a smaller biotech company
   • Discussion and learnings

15:00  Negotiation Styles, Presentation Skills and Developing Leverage
   • Negotiating styles – responses and risks styles
   • Presentation skills and body-language
   • Leadership and using your team
   • Developing negotiation leverage
   • Bargaining and bluffing

15:45  Coffee Break

16:00  Face-to-Face Negotiations
   • Delivering the message: how – who – when
   • Managing difficult items and bad news
   • Anchoring and managing expectations
   • Dealing from strength and dealing from weakness
   • Trading and bargaining

16:30  Role Play 2 – Term Sheet Assumptions
   • Bargaining term sheets - preparation, content and negotiation
   • Internal team meeting to agree and input assumptions for spreadsheet and NPV share calculations

18:00  End of Day 1
   Group Dinner

Day 2

08:30  Licences, Royalties and Milestones
   • Licences and freedom to operate
   • Value sharing, benchmarking and other royalty calculation methods
   • Licence fees and milestones
   • Option payments
   • Unexpected consequences

10:00  Coffee Break

10:30  Role Play 3 – Royalty Negotiations
   • Role play exercise: meeting to decide strategy and terms to resolve potential infringement of a third party’s Intellectual Property Rights

11:15  Structured Negotiation
   • Bringing it all together – Rules for a stepwise approach using negotiation tools and financial models to negotiate agreements based on reasonable shared values

11:30  Role Play 4 – Term Sheet Negotiation
   • Role-play exercise: involving two teams negotiating a term sheet covering a licence and manufacturing agreement between a biotech company with a new chemical entity in clinical development and a biopharmaceutical company seeking world-wide rights

13:00  Lunch (continuing group discussion)

13:45  Term Sheet Presentations, Feedback & Learnings
   • Analysis of term sheet negotiations
   • Where was the value captured?
   • Identification of value drivers which could have improved outcome
   • Learnings for future negotiations

14:30  Critical Success Factors in Contract Negotiation
   • Defining performance and value protection
   • Determining appropriate sanctions
   • Meaning and Interpretation
   • Closure
   • Cross-cultural negotiations and considerations

15:15  Coffee break

15:30  Course Learnings and Conclusions

16:00  Closing

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Course(s)
Course Title
Course Date(s)

Registration Fee
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