

# Postgraduate Certificate

Control, Finance and Operation  
in Pharma Biotech



## Postgraduate Certificate Control, Finance and Operation in Pharma Biotech

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online

Website: [www.techtute.com/pk/medicine/postgraduate-certificate/control-finance-operation-pharma-biotech](http://www.techtute.com/pk/medicine/postgraduate-certificate/control-finance-operation-pharma-biotech)

# Index

01

Introduction

---

*p. 4*

02

Objectives

---

*p. 8*

03

Course Management

---

*p. 12*

04

Structure and Content

---

*p. 16*

05

Methodology

---

*p. 20*

06

Certificate

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*p. 28*

# 01

# Introduction

Management, finance and operations administration are highly relevant to the biotech industry. For example, effective management of operations and resources allows optimizing production processes, reducing costs and improving efficiency. Similarly, proper financial management, investment analysis, budget planning and cost control are essential elements for achieving profitability and growth. In this context, it is essential for the physician to adapt to the new updates brought by these areas within the organization. For this reason, TECH has designed a 100% online academic program that allows students to combine their daily activities with learning activities, since they are not subject to rigid timetables.





A close-up photograph of a microscope's objective lens and eyepiece, with a glass slide on the stage. A ruler is visible in the background, showing markings from 100 to 130. The image is partially obscured by a blue and white geometric overlay.

“

*With this qualification, you will learn to control and optimize the costs of production, marketing and distribution of new drugs”*

The reason why the medical specialist must have control in various areas of the pharmaceutical and biotechnology industry is the need to maintain high standards of quality and regulatory compliance in the production of drugs and therapies. These companies are subject to rigorous regulations and safety requirements. Adequate control is crucial to guarantee the safety, effectiveness and reliability of pharmaceutical products.

In addition, the financial area plays a crucial role in the viability and success of the companies that are part of this sector. Proper financial management enables investment in research and development of new drugs and innovative therapies. Financial control also ensures optimization of resources and maximization of profits, which in turn facilitates the long-term sustainability and growth of these organizations.

On the other hand, operational efficiency plays a fundamental role in the production and distribution of pharmaceutical and biotechnology products. Adequate control and management of operational processes allows for timely manufacturing and delivery, minimizing waiting times and ensuring the availability of vital medicines and therapies for patients.

Being consistent with this, TECH has developed a Postgraduate Certificate in Control, Finance and Operation in Pharma Biotech. This is intended to provide healthcare professionals with the latest trends in the control of these fundamental areas for an organization. It is for this reason that the program will be offered in a 100% online format, which will allow the student to carry out his or her learning task by the hand of cutting-edge materials such as interactive summaries and specialized readings. Additionally, the Relearning methodology is implemented, with which the participant will be able to reduce the hours of study and learn more effectively.

This **Postgraduate Certificate in Control, Finance and Operation in Pharma Biotech** contains the most complete and up-to-date scientific program on the market. The most important features include:

- ◆ The development of practical cases presented by experts in Pharma Biotech
- ◆ The graphic, schematic, and practical content with which they are created, provide scientific and practical information on the disciplines that are essential for professional practice
- ◆ Practical exercises where the self-assessment process can be carried out to improve learning
- ◆ Its special emphasis on innovative methodologies
- ◆ Theoretical lessons, questions to the expert, debate forums on controversial topics, and individual reflection assignments
- ◆ Content that is accessible from any fixed or portable device with an Internet connection



*Thanks to TECH, you will perform quantitative and qualitative analyses to evaluate the profitability of your products"*

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*You will ensure an efficient and optimized supply chain to control production and logistics for effective drug delivery"*

*You will avoid excess or shortage of product, and maximize operational efficiency, thanks to this course that only TECH offers you.*

*In just 6 weeks, you will learn how to implement quality systems, guaranteeing the safety, effectiveness and efficiency of your products.*

The program's teaching staff includes professionals from the sector who contribute their work experience to this training program, as well as renowned specialists from leading societies and prestigious universities.

The multimedia content, developed with the latest educational technology, will provide the professional with situated and contextual learning, i.e., a simulated environment that will provide immersive education programmed to learn in real situations.

This program is designed around Problem-Based Learning, whereby the professional must try to solve the different professional practice situations that arise during the academic year. For this purpose, the students will be assisted by an innovative interactive video system created by renowned and experienced experts.



# 02

# Objectives

The purpose of this program is to provide the physician with the knowledge and skills required in each of the areas and operations existing in the pharmaceutical and biotechnology industries. In this context, the healthcare professional will be able to carry out an efficient administration in fundamental areas with the purpose of guaranteeing regulatory compliance, economic profitability, operational efficiency and strategic decision-making in this field.





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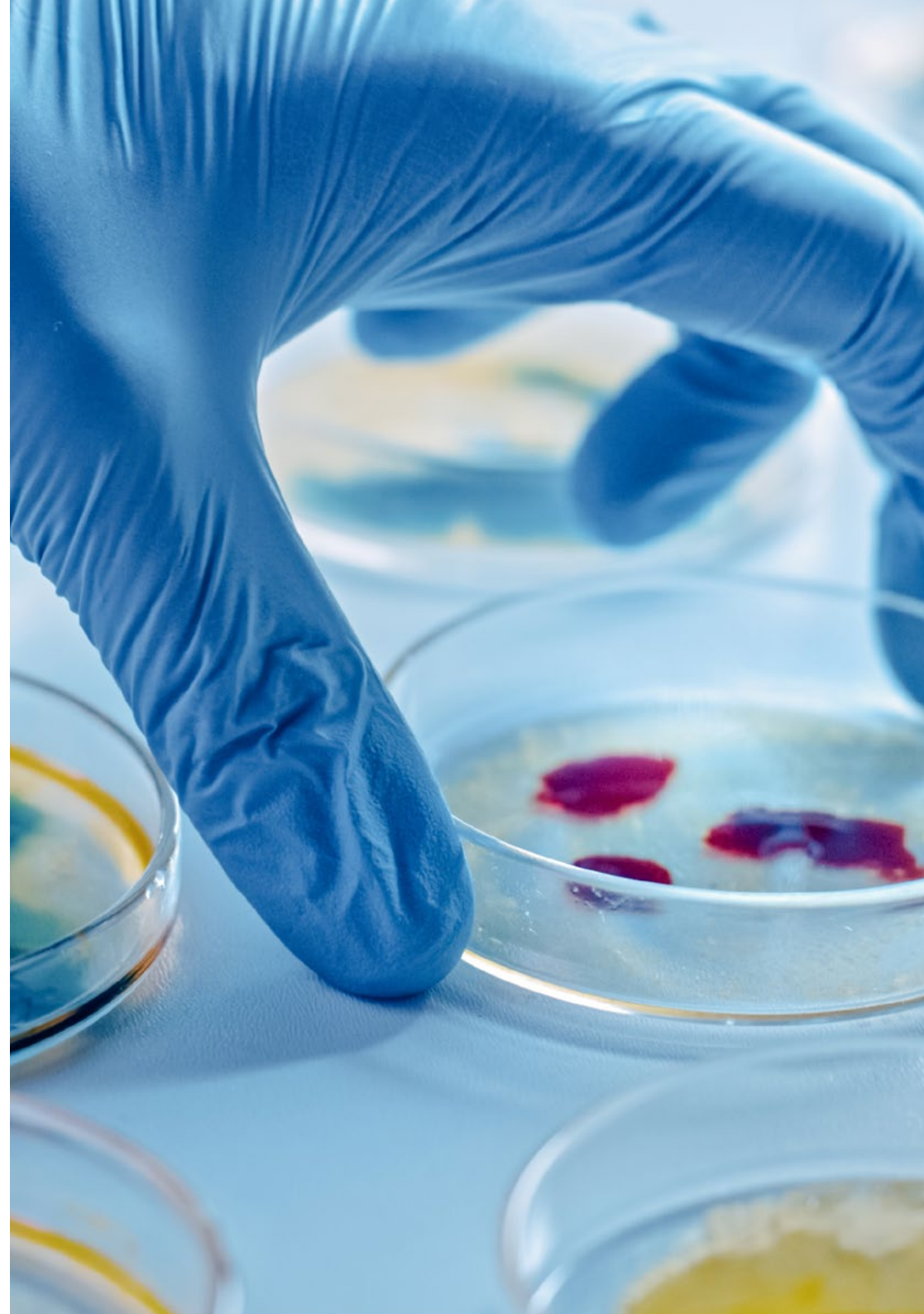
*Identify, assess and manage the operational and regulatory risks associated with the Biotech industry”*



## General Objectives

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- ◆ Acquire knowledge about the history of strategic management
- ◆ Categorize the different definitions over time
- ◆ Evaluate financial efficiency
- ◆ Optimize working capital management
- ◆ Understand the different types of healthcare systems, such as public, private/private/insurance, and managed health care
- ◆ Assess unmet patient needs and chronicity management
- ◆ Understanding what Market Access is and how the need for this function arises in the pharmaceutical industry
- ◆ Know the structure, organization and functions of the National Health System
- ◆ Delve into the steps to be followed to plan the market access of a new drug
- ◆ Review the points to be analyzed in a phase prior to the development of the access plan to know the environment and competitors
- ◆ Knowing the capabilities and ethics of the Coach
- ◆ Understand the essence of Coaching and its approach to learning
- ◆ Acquire basic knowledge about the fundamental concepts of leadership and its application in the pharmaceutical industry
- ◆ Understand and categorize leadership theories, exploring the leadership process and the different existing styles and models
- ◆ Achieve an effective tool to achieve results
- ◆ Define unique and differentiated value propositions







## Specific Objectives

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- ◆ Evaluate financial efficiency
- ◆ Optimize working capital management
- ◆ Analyze and managing the financial risks
- ◆ Improve planning and budgeting
- ◆ Optimize The Supply Chain
- ◆ Ensure regulatory compliance

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*Evaluate the financial viability of your projects and invest strategically while minimizing losses”*

# 03

## Course Management

The outstanding feature of this degree lies in its distinguished faculty, who will teach classes from an innovative academic perspective. This will ensure that students acquire knowledge from recognized experts, who have extensive experience in the fields of medicine, pharmaceuticals and business. In this way, doctors will obtain a qualification of excellent quality that will serve them in their constant updating in this field.





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*You will control and analyze your R&D expenditures, and make informed and efficient decisions for your organization"*



## Management



### Mr. Cardenal Otero, César

- Pharmabiomedical Executive at Amgen
- Author of the book "Personal Brand Communication through Social Networks by Professionals in the Health Sector"
- Degree in Marketing from Prifysgol Cymru University in Wales
- Distinction degree in the course Inspiring Leadership through Emotional Intelligence from Case Western Reserve University
- Postgraduate Degree in Management and Health of the Pharmaceutical Industry from the European University
- Master's Degree in SME Administration from the Polytechnic School of Management
- Specialization in Social Media Marketing from Northwestern University
- Postgraduate Diploma in: International Trade and Transport by the University of Cantabria



# 04

## Structure and Content

This program offers cutting-edge content that will cover areas such as cost management, product profitability analysis, supply chain management and inventory control. It will also cover aspects such as quality control, investment analysis and project management. For this reason, we have developed an innovative curriculum that offers students multimedia materials such as specialized readings and simulations of real cases. All of this is brought together in a virtual library that can be accessed 24 hours a day with no restrictions.





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*You will have interactive summaries and a whole of multimedia resources at your fingertips, which will bring you up to date on the latest Profitability techniques for Evaluation"*

## Module 1. Control, Finance and Operation

- 1.1. Cost Management
  - 1.1.1. Production Costs Control
  - 1.1.2. Optimizing production costs
  - 1.1.3. Marketing
  - 1.1.4. Distribution
- 1.2. Product profitability analysis
  - 1.2.1. Quantitative Analysis
  - 1.2.2. Qualitative Analysis
  - 1.2.3. Profitability Assessment
  - 1.2.4. Conclusions
- 1.3. Supply Chain Management
  - 1.3.1. Supply Chain Assessment
  - 1.3.2. Control of the Supply Chain
  - 1.3.3. Production
  - 1.3.4. Logistics
- 1.4. Inventory Management
  - 1.4.1. Inventory control
  - 1.4.2. Inventory optimization
  - 1.4.3. Inventory analysis
  - 1.4.4. Conclusions
- 1.5. Quality Control
  - 1.5.1. Quality Systems
  - 1.5.2. Security/Safety
  - 1.5.3. Efficacy
  - 1.5.4. Efficiency
- 1.6. Risk Management
  - 1.6.1. Identification
  - 1.6.2. Risk Assessment
  - 1.6.3. Risk Management
  - 1.6.4. Operational and regulatory issues associated with the pharmaceutical and biotechnology industry





- 1.7. Investment analysis
  - 1.7.1. Assessment of financial viability
  - 1.7.2. Strategy of the Investment Projects
  - 1.7.3. Development of New Products
  - 1.7.4. Expansion to new markets
- 1.8. Control of research and development expenses
  - 1.8.1. Expense tracking
  - 1.8.2. Expense Control
  - 1.8.3. Analysis of Expenses
  - 1.8.4. Conclusions
- 1.9. Intellectual Property Management
  - 1.9.1. Assessment of Markets Trends
  - 1.9.2. The Competition
  - 1.9.3. The Demand for Products
  - 1.9.4. Pricing Strategies
- 1.10. Project Management
  - 1.10.1. Education
  - 1.10.2. Monitoring
  - 1.10.3. Strategic Projects Management
  - 1.10.4. Operative Projects Management

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*A 100% online library that you can access at any time from a device with an internet connection”*

# 05 Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.



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*Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*



## At TECH we use the Case Method

What should a professional do in a given situation? Throughout the program, students will face multiple simulated clinical cases, based on real patients, in which they will have to do research, establish hypotheses, and ultimately resolve the situation. There is an abundance of scientific evidence on the effectiveness of the method. Specialists learn better, faster, and more sustainably over time.

*With TECH you will experience a way of learning that is shaking the foundations of traditional universities around the world.*



According to Dr. Gervas, the clinical case is the annotated presentation of a patient, or group of patients, which becomes a "case", an example or model that illustrates some peculiar clinical component, either because of its teaching power or because of its uniqueness or rarity. It is essential that the case is based on current professional life, trying to recreate the real conditions in the physician's professional practice.

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*Did you know that this method was developed in 1912, at Harvard, for law students? The case method consisted of presenting students with real-life, complex situations for them to make decisions and justify their decisions on how to solve them. In 1924, Harvard adopted it as a standard teaching method”*

The effectiveness of the method is justified by four fundamental achievements:

1. Students who follow this method not only achieve the assimilation of concepts, but also a development of their mental capacity, through exercises that evaluate real situations and the application of knowledge.
2. Learning is solidly translated into practical skills that allow the student to better integrate into the real world.
3. Ideas and concepts are understood more efficiently, given that the example situations are based on real-life.
4. Students like to feel that the effort they put into their studies is worthwhile. This then translates into a greater interest in learning and more time dedicated to working on the course.





## Relearning Methodology

At TECH we enhance the case method with the best 100% online teaching methodology available: Relearning.

This university is the first in the world to combine the study of clinical cases with a 100% online learning system based on repetition, combining a minimum of 8 different elements in each lesson, a real revolution with respect to the mere study and analysis of cases.

*Professionals will learn through real cases and by resolving complex situations in simulated learning environments. These simulations are developed using state-of-the-art software to facilitate immersive learning.*



At the forefront of world teaching, the Relearning method has managed to improve the overall satisfaction levels of professionals who complete their studies, with respect to the quality indicators of the best online university (Columbia University).

With this methodology, more than 250,000 physicians have been trained with unprecedented success in all clinical specialties regardless of surgical load. Our pedagogical methodology is developed in a highly competitive environment, with a university student body with a strong socioeconomic profile and an average age of 43.5 years old.

*Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.*

In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

The overall score obtained by TECH's learning system is 8.01, according to the highest international standards.



This program offers the best educational material, prepared with professionals in mind:



#### Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



#### Surgical Techniques and Procedures on Video

TECH introduces students to the latest techniques, the latest educational advances and to the forefront of current medical techniques. All of this in direct contact with students and explained in detail so as to aid their assimilation and understanding. And best of all, you can watch the videos as many times as you like.



#### Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



#### Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





#### Expert-Led Case Studies and Case Analysis

Effective learning ought to be contextual. Therefore, TECH presents real cases in which the expert will guide students, focusing on and solving the different situations: a clear and direct way to achieve the highest degree of understanding.



#### Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



#### Classes

There is scientific evidence on the usefulness of learning by observing experts. The system known as Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



#### Quick Action Guides

TECH offers the most relevant contents of the course in the form of worksheets or quick action guides. A synthetic, practical, and effective way to help students progress in their learning.





06

# Certificate

The Postgraduate Certificate in Control, Finance and Operation in Pharma Biotech guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Certificate issued by TECH Technological University.







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*Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork”*

This **Postgraduate Certificate in Control, Finance and Operation in Pharma Biotech** contains the most complete and up-to-date scientific on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** via tracked delivery\*.

The certificate issued by **TECH Technological University** will reflect the qualification obtained in the Postgraduate Certificate, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Title: **Postgraduate Certificate in Control, Finance and Operation in Pharma Biotech**

Official N° of Hours: **150 h.**



\*Apostille Convention. In the event that the student wishes to have their paper certificate issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.



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