



Management of Pharma

Biotech Companies

» Modality: online

» Duration: 6 months

» Certificate: TECH Global University

» Credits: 18 ECTS

» Schedule: at your own pace

» Exams: online

» Target Group: Graduates, Postgraduate Certificates and University Graduates who have previously completed any of the programs in the fields of Business, Economics, Medicine, Pharmaceutics, Biology, Chemistry

Website: www.techtitute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-management-pharma-biotech-companies

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01 **Welcome**

Business management involves facing unique challenges due to the regulated and competitive nature of the pharmaceutical and biotechnology industry. The continuous progress of scientific knowledge, technological advances and regulatory changes have generated the need for specialized and up-to-date education for key players in this sector. That is why business professionals must possess scientific and technical knowledge, as well as an understanding of the commercial and financial aspects of the company. To meet this demand, TECH has developed a program that will enable students to become experts in the field of business management. This program is presented in a 100% online format, which will provide flexibility to access the content anytime, anywhere, with no time constraints.









tech 08 | Why Study at TECH?

At TECH Global University



Innovation

The university offers an online learning model that balances the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.



The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

95%

of TECH students successfully complete their studies



Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

+100000

+200

executives prepared each year

different nationalities



Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

+500

collaborative agreements with leading companies



Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.



TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



Analysis

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



Academic Excellence

TECH offers students the best online learning methodology. The university combines the Relearning method (postgraduate learning methodology with the best international valuation) with the Case Study. Tradition and vanguard in a difficult balance, and in the context of the most demanding educational itinerary.



Economy of Scale

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.





Learn with the best

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



At TECH, you will have access to the most rigorous and up-to-date case analyses in academia"



Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



tech 12 | Why Our Program?

This program will provide you with a multitude of professional and personal advantages, among which we highlight the following:



A Strong Boost to Your Career

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

70% of students achieve positive career development in less than 2 years.



Develop a strategic and global vision of the company

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional fields.

Our global vision of companies will improve your strategic vision.



Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

You will work on more than 100 real senior management cases.



You will take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

45% of graduates are promoted internally.



Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

You will find a network of contacts that will be instrumental for professional development.



Thoroughly develop business projects.

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different fields in companies.

20% of our students develop their own business idea.



Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

Improve your communication and leadership skills and enhance your career.



You will be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified teachers from the most prestigious universities in the world: the TECH Global University community.

We give you the opportunity to study with a team of world-renowned teachers.





tech 16 | Objectives

TECH makes the goals of their students their own goals too.

Working together to achieve them.

The Postgraduate Diploma in Management of Pharma Biotech Companies will teach the student to:



Acquire knowledge about the history of strategic Management



Optimize working capital management



Categorize the different definitions over time



Assess financial efficiency

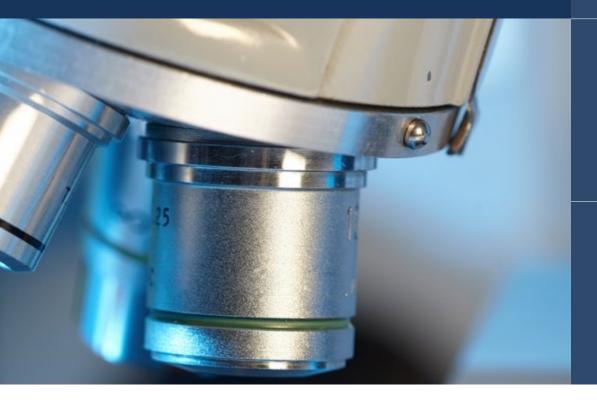




Understand the different types of health care systems, such as public, private/private insurance, and private health care



Assess unmet patient needs and chronicity management





Understand 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 involved in planning the market access of a new drug



Understand the essence of coaching and its focus on learning



Review the points to be analyzed prior to the development of the access plan to understand the environment and competitors



Know the capabilities and ethics of the Coach





Acquire basic knowledge of the fundamental concepts of leadership and their application in the pharmaceutical industry



Understand and categorize leadership theories, exploring the leadership process and the different existing styles and models



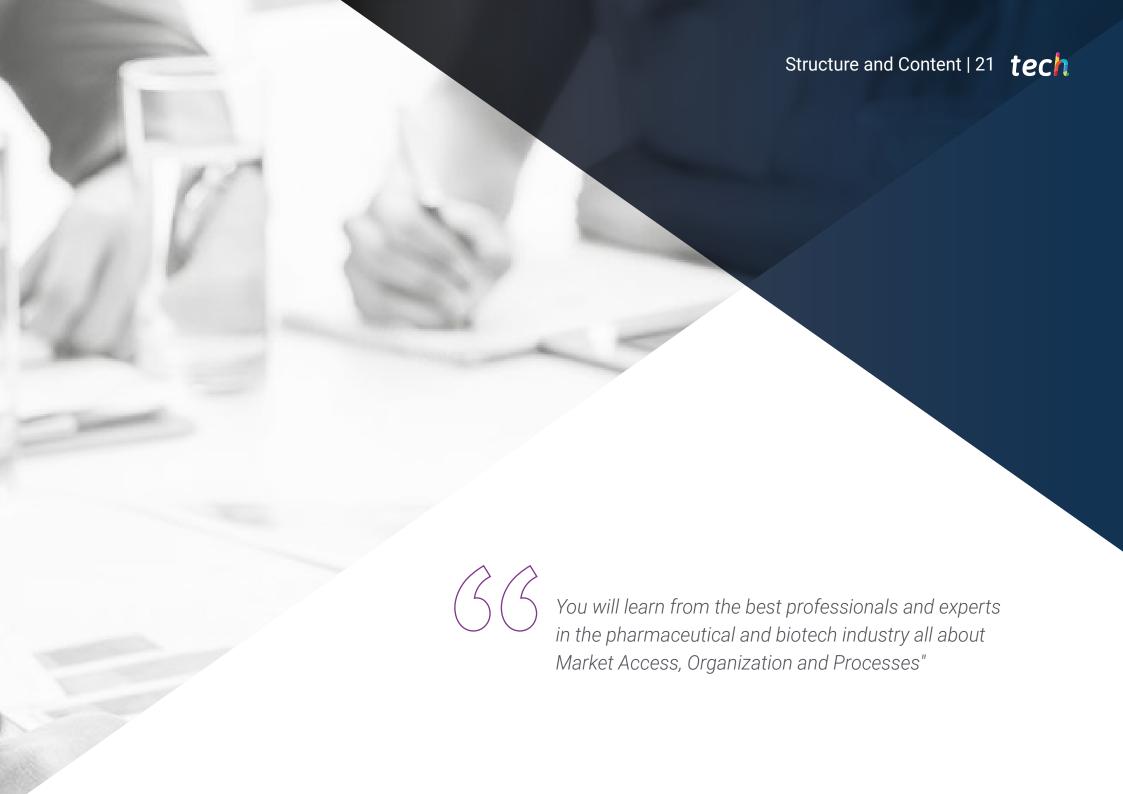
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Achieve an effective tool to achieve results



Define unique and differentiated value propositions





tech 22 | Structure and Content

Syllabus

This program will provide high quality content that will address various aspects related to Biotech Team Management. In this context, personal leadership skills will be promoted and applied in the professional environment. This will create an environment conducive to fostering constructive listening, working both individually and as a team, and improving smooth and efficient decision making.

In addition, the student will have the opportunity to analyze profitability by product and inventory management. Final analysis of the business plan and quality control will also be carried out. Additionally, we will delve into ethics and corporate social responsibility, and supply chain management.

In view of the above, TECH has carefully developed this Postgraduate Diploma in Management of Pharma Biotech Companies, with the purpose of providing the business professional with the indispensable tools and knowledge in this field.

As a result, the participants will become outstanding experts in the field and will be able to significantly advance in their professional careers.

Module 3

Consistent with this, the program will be presented in a 100% online format. In addition. an extensive library of multimedia materials. such as interactive summaries and specialized readings, will be provided. In this way, total freedom of access will be guaranteed from any device with an Internet connection. The syllabus will be tailored to individual career goals and will stimulate the student to achieve excellence in the pharmaceutical and biotechnology field. The program will offer innovative content based on the latest trends and will be combined with the Relearning method, which will allow the professional to understand complex concepts in less time and more efficiently.

This Postgraduate Diploma takes place over 6 months and is divided into 3 modules:

Module 1 Strategic Management in the Pharmaceutical and Biotechnology Industry

Module 2 Control, Operations and Finance

The Business Plan in The Territory



Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Diploma in Management of Pharma Biotech Companies completely online. During the 6 weeks of the specialization, the student will be able to access all the contents of this program at any time, which will allow the students to self-manage their study time.

A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.

tech 24 | Structure and Content

Module	1. Strategic Management in the Pl	harma	ceutical and Biotechnology Industry	y			
1.1.1. Ma 1.1.2. Str 1.1.3. Mo	larket Entry Strategies arket Research rategic Partners ost Used Strategies onitoring and Adaptation	1.2.1. 1.2.2. 1.2.3.	Strategic Management in the Pharmaceutical Company Strategic Management Levels Innovation Portfolio Acquisition	1.3.1. 1.3.2. 1.3.3.	Value Creation in the Company 6 Types of Value Generation in the Company Performance in the Company Sector Examples Conclusions	1.4.1. 1.4.2. 1.4.3.	The Environment of the Pharmaceutical and Biotechnology Company VUCA Environment PESTEL Analysis Porter's 5 Forces Analysis DAFO Analysis
1.5.1. Va 1.5.2. Re	nternal Analysis alue Chain Analysis esources and Competencies Analysis RIO Analysis enclusions	1.6.1. 1.6.2. 1.6.3.	Strategic Business Unit Strategies The Strategic Business Unit The Competitive Advantage Types of Strategies According to their Competitive Advantage Conclusions	1.7. 1.7.1. 1.7.2. 1.7.3. 1.7.4.	Corporate Strategy and Diversification Corporate Strategy Business Portfolio Strategy Growth Strategy Most Used Strategies	1.8.1. 1.8.2. 1.8.3.	Internationalization Strategy International Strategy of a Company The Globalization of the Economy Internationalization Risks Internalization Benefits
1.9.1. Ext 1.9.2. Ph 1.9.3. Se	trategic Alliances, Takeovers nd Mergers kternal Growth Strategy vs. Internal Growth narmaceutical Industry Alliances ector Mergers ector Acquisitions	1.10.1. 1.10.2. 1.10.3.	Ethics and Corporate Social Responsibility Business Ethics Environmental Sustainability Social Responsibility Sustainable Ecology				
Module	2. Control, Operations and Finance	е					
2.1.1. Pro		2.2.1. 2.2.2. 2.2.3.	Profitability Analysis by Product Quantitative Analysis Qualitative Analysis Profitability Assessment Conclusions	2.3.2. 2.3.3.	Supply Chain Management Supply Chain Assessment Control of the Supply Chain Production Logistics	2.4.1. 2.4.2. 2.4.3.	Inventory Management Inventory Control Inventory Optimization Inventory Analysis Conclusions
2.5.1. Qu		2.6.1. 2.6.2. 2.6.3.	Risk Management Identification Risk Assessment Risk Management Operational and Regulatory Issues Associated with The Pharmaceutical and Biotechnology Industry	2.7.1. 2.7.2. 2.7.3.	· · · · · · · · · · · · · · · · · · ·	2.8.1. 2.8.2. 2.8.3.	Control of Research and Development Expenses Expense Tracking Expense Control Expense Analysis Conclusions
2.9.1. Ma 2.9.2. Th 2.9.3. Pro	itellectual Property Management arket Trends Assessment ne Competition oduct Demand icing Strategies	2.10.1. 2.10.2. 2.10.3.	Project Management Education Monitoring Strategic Project Control Operational Project Control				

Module 3. The Business Plan in The Territory									
3.1.3.	Business Plans What is a Business Plan? Purpose and Objectives of Business Plans Why Is It Important to Make a Business Plan? When Should We Make a Business Plan?	3.2.3.	Pharmaceutical Industry Context Structural Situation of The Pharmaceutical Industry Key People and Departments in The Development of a Plan of Action General Management 3.2.3.1. Sales Management 3.2.3.2. Marketing Department 3.2.3.3. Medical Department 3.2.3.4. Financial Department 3.2.3.5. Regulatory Department Current Challenges Facing The Pharmaceutical Industry		Stages for Defining a Business Plan Define Objectives Product Description: Key Attributes What Information Do I Need to Make a Plan? Alignment with Strategy Define Timings Define Resources Establish Results		Business Resources to Set Up a Plan Choice of the Plan According to Our Objective Marketing Strategy: Alignment		
3.5. 3.5.1. 3.5.2. 3.5.3. 3.5.4.	,	3.6. 3.6.1. 3.6.2. 3.6.3. 3.6.4. 3.6.5.	Competitive Analysis Market Segmentation Competitive Analysis of Your Product Commercial Strategies vs. The Competition Expansion Plans Defense Plans	3.7.1. 3.7.2. 3.7.3. 3.7.4.	Economic Analysis of The Business Plan Estimation of Costs and Objectives Investment Sources and Strategies Financial Risk Analysis Return on Investment Assessment	3.8.1. 3.8.2. 3.8.3. 3.8.4.	Implementation and Follow-Up of the Business Plan Business Plan Agenda Process Monitoring and Review Mechanisms According to Evolution KPI: Objective Performance Indicators Conclusions		
3.9. 3.9.2. 3.9.3. 3.9.4.	Analysis of Results	3.10.1 3.10.2 3.10.3	Pharma Biotech Marketing Plan . Market Analysis . Competition. . Target Audience . Brand Positioning						



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.



tech 28 | Methodology

TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.





This program prepares you to face business challenges in uncertain environments and achieve business success.



Our program prepares you to face new challenges in uncertain environments and achieve success in your career.

A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.



You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments"

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

tech 30 | Methodology

Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



Methodology | 31 tech

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. With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

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.

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.

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.



Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



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.





Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



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".

Testing & Retesting

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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.

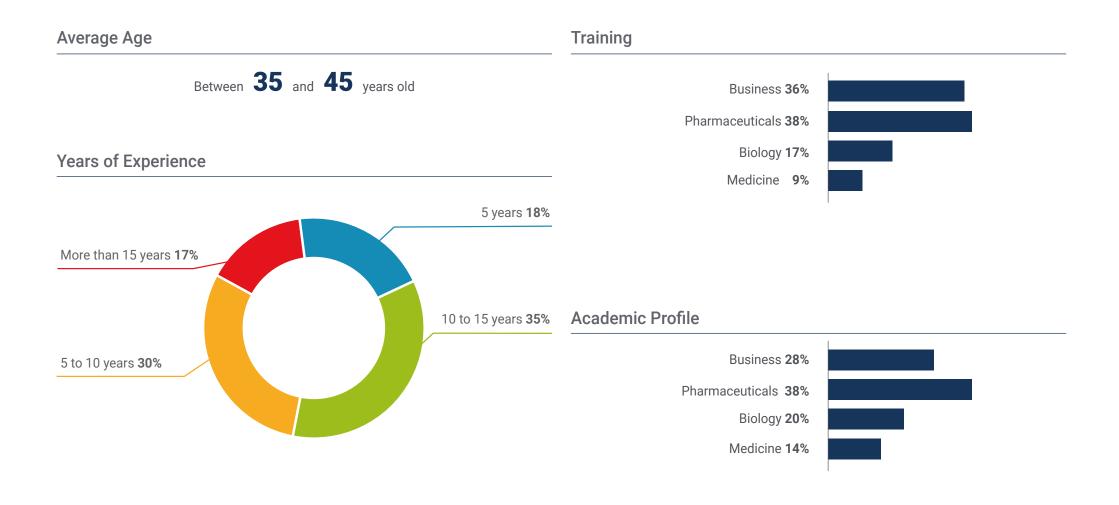


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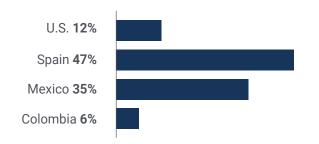




tech 36 | Our Students' Profiles



Geographical Distribution





Horacio Huertas

Specialist in Hospital Pharmacy

"The program offered me a unique fusion of scientific knowledge, business skills and understanding of regulatory issues in the pharmaceutical and biotechnology industry. The professors are recognized experts in their respective fields and their practical approach allowed me to apply the concepts learned to real situations in the industry"





tech 40 | Course Management

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.
- Distinguished grade in the Inspiring Leadership through Emotional Intelligence course at Case Western Reserve University.
- Postgraduate Degree in Management and Health of the Pharmaceutical Industry of 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, University of Cantabria, Spain.
- Postgraduate Certificate in Business Administration from the University of Cantabria.

Professors

Mr. Ribas Guardiá, Xavi

- ◆ Product Manager at AMGEN
- Pharma and Biotech Pharmacist
- Product Specialist at Celgene
- Degree in Pharmacy from the University of Barcelona
- Postgraduate Degree in Management and Health of the Pharmaceutical Industry of the European University
- University Course in Administration, Organization and Management of Health Services at the European University







tech 44 | Impact on Your Career

Are you ready to take the leap? Excellent professional development awaits you.

TECH's Postgraduate Diploma in Management of Pharma Biotech Companies is an intensive program that prepares you to face challenges and business decisions in the medical and pharmaceutical field. The main objective is to promote your personal and professional growth. Helping you achieve success.

If you want to improve yourself, make a positive change at a professional level, and network with the best, then this is the place for you.

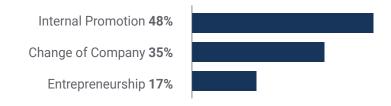
In just 6 months you will learn about Pharma Biotech Marketing and boost your career to new horizons.

You will update your knowledge in Strategic Management in the Pharmaceutical and Biotechnology Industry, with this Postgraduate Diploma.

When the change occurs



Type of change



Salary increase

This program represents a salary increase of more than **27.19%** for our students

\$57,000

A salary increase of

27.19%

\$72,500





tech 48 | Benefits for Your Company

Developing and retaining talent in companies is the best long-term investment.



Growth of talent and intellectual capital

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.



Retaining high-potential executives to avoid talent drain

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.



Building agents of change

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.



Increased international expansion possibilities

Thanks to this program, the company will come into contact with the main markets in the world economy.





Project Development

The professional can work on a real project or develop new projects in the field of R & D or business development of your company.



Increased competitiveness

This program will equip students with the skills to take on new challenges and drive the organization forward.





tech 52 | Certificate

This program will allow you to obtain your **Postgraduate Diploma in Management of Pharma Biotech Companies** endorsed by **TECH Global University**, the world's largest online university.

TECH Global University is an official European University publicly recognized by the Government of Andorra (*official bulletin*). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

This **TECH Global University** title is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: Postgraduate Diploma in Management of Pharma Biotech Companies

Modality: online

Duration: 6 months

Credits: 18 ECTS



Mr./Ms. _____, with identification document _____ has successfully passed and obtained the title of:

Postgraduate Diploma in Management of Pharma Biotech Companies

This is a program of 450 hours of duration equivalent to 18 ECTS, with a start date of dd/mm/yyyy and an end date of dd/mm/yyyy.

TECH Global University is a university officially recognized by the Government of Andorra on the 31st of January of 2024, which belongs to the European Higher Education Area (EHEA).

In Andorra la Vella, on the 28th of February of 2024



^{*}Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH Global University will make the necessary arrangements to obtain it, at an additional cost.



Postgraduate Diploma Management of Pharma Biotech Companies

» Modality: online

» Duration: 6 months

» Certificate: TECH Global University

» Credits: 18 ECTS

» Schedule: at your own pace

» Exams: online

