TECH 565: Biomedical Business Development for Scientists

This course will take a practical, hands-on approach to business plan development, venture capital, and technology transactions. Using current examples from the active technology portfolio of the NIH Office of Technology Transfer or an example of their own choosing, students will learn and participate in reviewing a scientific innovation and determining whether the discovery makes a realistic business proposal. The course will look at the history of venture-capital and its relation to science and technology. The course will emphasize technology-transfer issues (particularly from the NIH standpoint) related to real-world technology partnerships and venture capital investments. Issues related to legal considerations, including due diligence and licensing issues, will be also highlighted. This course is required for Advanced Studies in Technology Transfer.

This is a 14-week course.

Learning Objectives

- Develop an appreciation of the role of venture capital and other investors in the development of new biomedical technologies
- Understand and be able to complete the essential elements of a business plan
- Communicate effectively, orally and in writing, to potential investors the commercial advantages of a new technology

Sample syllabus is subject to change.

Credits: 2
Class Type: Graduate Course
Prerequisites:
Basic or advanced knowledge of science; no business credits required.
Program: Technology Transfer, Business, and Industry
Availability: Fall 2021
Session: Session A