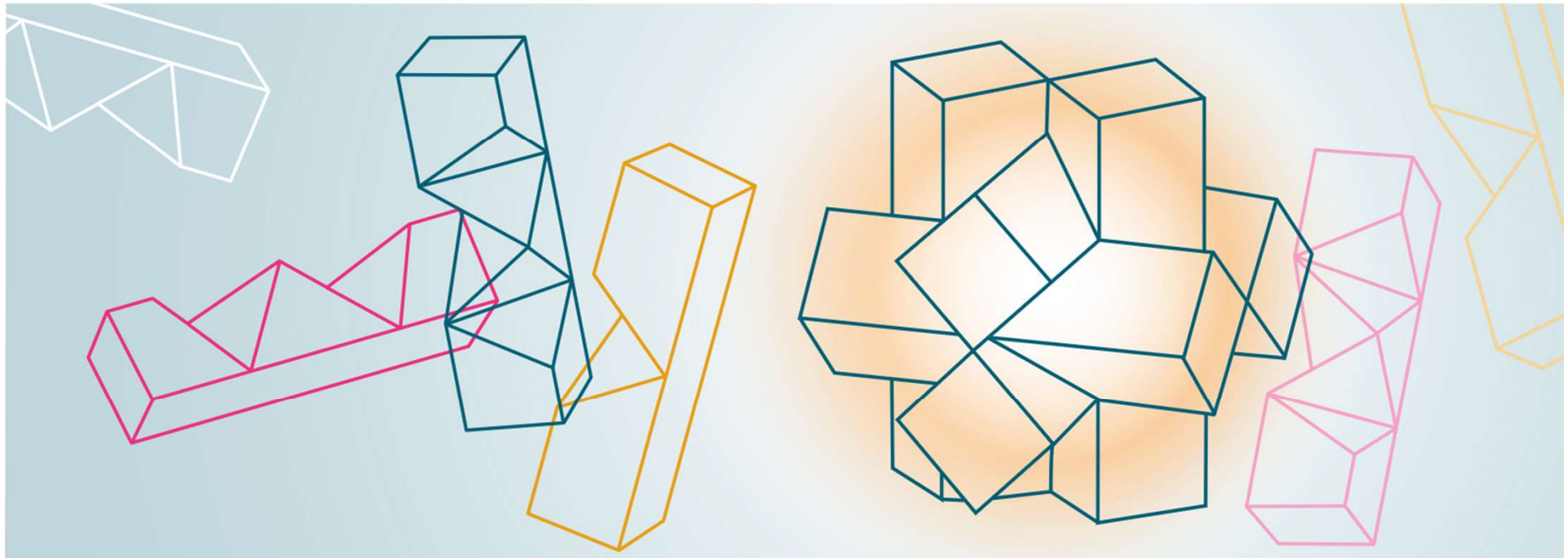




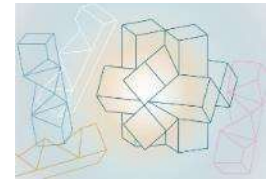
University of
Zurich^{UZH}

Institute for Regenerative Medicine / Faculty of Science

Specialized Minor in BioMed Entrepreneurship (30 ECTS)



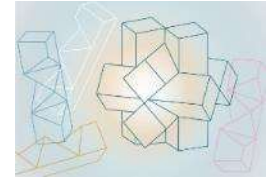
Background



Minor in BioMed
Entrepreneurship

The combination of research knowledge and entrepreneurial thinking spurs medical progress. If the translation of findings from basic research into the world of business succeeds, ideas turn into marketable products, therapies and applications. Conversely, research can be inspired by practical needs in the life sciences.

If you like to acquire know-how and skills in this area the new Minor in BioMed Entrepreneurship (30 ECTS) is just right for you.



Aim and career prospects

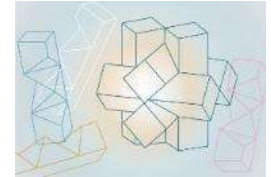
The aim of the Minor is to provide you with proven know-how at **the interface of scientific and economic thinking**. You will learn **entrepreneurial thinking** and the necessary **skills and tools to put your innovative ideas into practice**, be it in a Bio or MedTech venture or when starting your own business.

You will for example...

- ... learn from industry professionals from existing or Start-up BioMed companies.
- ... get to know the basics of IP law, management, accounting, marketing and others.
- ... receive systematic guidance how to take the critical first steps of a successful commercialisation.
- ... benefit from a ten-week internship with valuable insights into a company in the life science industry.
- ... learn how to address potential financing partners and how to pitch for resources.

The field of entrepreneurship presents unique opportunities, each with its individual challenges and benefits. A career in entrepreneurship can be made in virtually any field, depending on your interests. The Minor will help you deciding in which field you would like to work and which career steps you would like to follow after your Master. It will facilitate the entrance into industry and provide you with new professional opportunities.

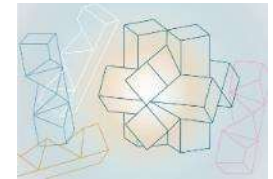
Important to know



**Minor in BioMed
Entrepreneurship**

- The Minor is open to all Master students in Life or Health Sciences of the UZH or ETHZ.
- Admission to the Minor only via application form. The number of places is limited.
- All five modules are mandatory and have to be completed within the same autumn term and the following spring term.
- Course language is English.

For more details see: www.bme.uzh.ch



Module overview

The Minor consists of five modules (30 ECTS in total), all of them are mandatory. All modules of the autumn term must be completed one after the other within the same semester, the fifth module (Internship) must be completed during the following spring term. To pass the Minor every module must be fully completed and passed.

Autumn term	1	2	3	4	5	6	7	8	9	10	11	12	13	14				
Mo 15:00 - 16:45															BEP 101			
Tue 13:00 - Fr 17:00															BEP 102	BEP 103	no module	BEP 104

Sem.	Modul	ECTS	Type	Time	Performance record	KW Ep	KW Rp
1 (HS)	BEP 101 Pitch lectures & trainings	2	VL	Mo 3-5 pm	PP, PR		
1 (HS)	BEP 102 BioMed Entrepreneurship: From team to company	6	BL	Block course	PP, MP	41	tbd
1 (HS)	BEP 103 Corporate management of BioMed ventures	6	BL	Block course	PP, MP	44	tbd
1 (HS)	BEP 104 Legal requirements for BioMed ventures	6	BL	Block course	PP, MP	50	tbd
2 (FS)	BEP 105 Internship in a biotech, medtech or pharmaceutical company	10	PR	10 weeks *	SA, PP		

*) start after agreement

VL: Lecture

BL: Block course

PR: Project

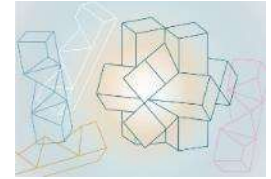
PP: Presentation, Poster

MP: Exam at the end of the module

SA: written thesis

BEP 101: Pitch lectures and training

(autumn term, every Monday 15:00 – 16:45)



**Minor in BioMed
Entrepreneurship**

Learning Objectives:

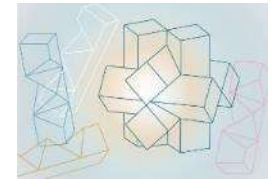
The student...

- ... can differentiate between ideas, innovation and marketable products and can identify opportunities with a potential for innovation.
- ... is able to compare different entrepreneurial approaches in BioTech, MedTech and Pharma.
- ... can apply knowledge in a Life Science business concept and is able to reflect upon this process.
- ... is able to understand his/her audience, analyze the means and adapt his/her pitch to the target group for a most effective outcome.

Content:

One of the basics for entrepreneurs is the ability to convince an audience of a business idea in a short but comprehensive pitch. This module provides the students with all the tools they need to make the most effective pitch. The students will learn how to identify a potentially successful idea, create different entrepreneurial approaches that develop an idea to become a product or a service and write a business plan. This knowledge is applied to existing cases that will be practiced in hands-on exercises, which will be recorded and discussed.

BEP 102: BioMed Entrepreneurship – From team to company (autumn term, Block 1)



Minor in BioMed
Entrepreneurship

Learning Objectives:

The student...

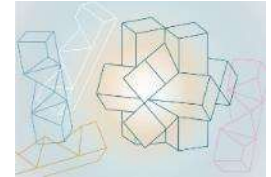
- ... knows about the importance of teamwork in entrepreneurship and is able to reflect on his/her own behavior.
- ... can describe the relevant requirements in finance, legal, marketing and project management for a venture and can apply those in a case study.
- ... is able to analyze the situation of a Life Sciences research result, to identify a patient's needs, and point out entrepreneurial starting points.
- ... can apply the knowledge learned to a milestone planning for a concrete market introduction.

Content:

This module provides an introduction to entrepreneurship in the field of Bio- and Medical Technology. The students will learn how to translate an idea or scientific finding into a commercially viable or service product. Knowledge will be acquired via e-learning tools and lectures that, amongst others, are given by guest-lecturers from a venture (local startups, specialists in various fields of expertise). In addition, students will train their soft skills, which are needed in business life, for example with team-exercises or by giving constructive feedback.

BEP 103: Corporate management of BioMed ventures

(autumn term, Block 2)



Minor in BioMed
Entrepreneurship

Learning Objectives:

The student...

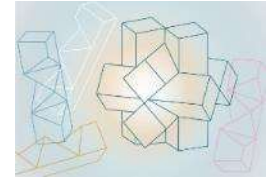
- ... is able to apply a project management process for different requirements.
- ... can describe and differentiate theories of finance models for a venture.
- ... is able to analyze balance sheets, business reports and earning statements.
- ... can illustrate problems, situations, milestones and solution approaches related to a particular project.
- ... understands the various types of conflicts that can arise in a company, as well as the requirements of leadership.
- ... develops the ability to work with others towards a shared goal.

Content:

This module focuses on management and the financial aspects of a company. Information will be acquired via e-learning tools and lectures that, amongst others, are given by guest-lecturers from a life sciences venture (local startups, specialists in various fields of expertise). Furthermore, students will improve their teamwork skills by discussing conflicting management solutions and leadership requirements.

BEP 104: Legal requirements for BioMed ventures

(autumn term, Block 4)



Minor in BioMed
Entrepreneurship

Learning Objectives:

The student...

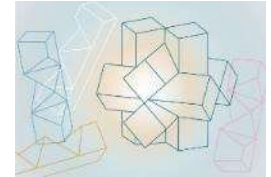
- ... is able to acquire relevant knowledge about intellectual property (IP), brands and trademarks.
- ... can select and explain issues in Life Science Regulations, i.e., Swissmedic or Food and Drug Administration (FDA).
- ... knows about the rights and obligations in business, as well as labor and employment law.
- ... is aware of the importance of data protection and security and acts accordingly.
- ... is able to understand the role of mergers and acquisitions in a corporate strategy.
- ... can classify and judge international papers and practical examples.

Content:

This module focuses on the legal requirements for a Bio- or MedTech venture and covers topics such as intellectual property (IP), regulatory affairs, merger and acquisitions, as well as the legal aspects of a company. Business law, as well as labor and employment law are taught and the importance of correct data handling is discussed. Knowledge will be acquired with hands-on training, using case studies, e-learning tools and lectures that, amongst others, are given by guest-lecturers.

BEP 105: Internship

(spring term, 10 weeks, start after agreement)



**Minor in BioMed
Entrepreneurship**

Learning Objectives:

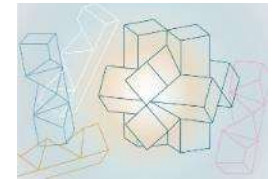
The student...

- ... is able to apply the acquired knowledge to projects in a selected Bio- or MedTech company and explain product development, production and quality control.
- ... can discuss the organizational structure of the company and develop potential improvements.
- ... can explain the company's value chain.
- ... can reflect about his/her tasks, can connect theoretical knowledge and practical work, thereby improving hard and soft skills.

Content:

The student will carry out a 10-week full-time internship project in a Biotech, MedTech or Pharmaceutical company, where he/she can analyze a real case and apply his/her acquired knowledge. This opportunity offers the student the first direct contact with the business world and could open doors for the future. Achievements are reflected and documented in a weekly statement. In a final report, the student discusses the project, and the findings are presented in the following module in the next fall term. The internship is managed by a supervisor from the company and one of the organizing institute (IREM).

Location



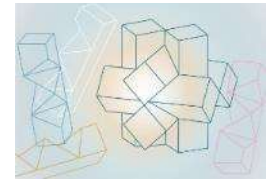
**Minor in BioMed
Entrepreneurship**

The lectures of the Minor in BioMed Entrepreneurship take place at the Institute for Regenerative Medicine · IREM which is located within the Bio-Technopark Schlieren.

**Institute for Regenerative
Medicine • IREM**



Contact and Team



**Minor in BioMed
Entrepreneurship**

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Program Management



Elke Zappe, Dipl. Oec.
Program Director



Marion Haug, PhD
Program Manager

Steering Board



Simon Hoerstrup, MD, PhD
Full Professor & Chairman of the Board



Roger Nitsch, MD
Full Professor (part-time)
CEO and President Neuroimmune AG