



**Karolinska  
Institutet**

Course syllabus for

## **Business development, 6 credits**

Affärsutveckling, 6 hp

This course has been cancelled, for further information see Transitional provisions in the last version of the syllabus.

Please note that the course syllabus is available in the following versions:

Spring2011 , Spring2013

Course code	4BP017
Course name	Business development
Credits	6 credits
Form of Education	Higher Education, study regulation 2007
Main field of study	Bioentrepreneurship
Level	AV - Second cycle
Grading scale	Pass with distinction, Pass, Fail
Department	Department of Learning, Informatics, Management and Ethics
Decided by	Programnämnd 7
Decision date	2010-10-26
Revised by	Education committee LIME
Last revision	2018-09-25
Course syllabus valid from	Spring 2013

## **Specific entry requirements**

A Bachelor's degree or a professional degree equivalent to a Swedish Bachelor's degree of at least 180 credits in health care, biomedicine, biology, cellular and molecular biology, pharmaceuticals, chemistry, medicine or biotechnology. English language skills equivalent to English B at Swedish upper secondary school.

## **Objectives**

The overall goal is for the students to gain an understanding of the basics of business development in the life science industry.

Upon completion of the course, the student should be able to:

- identify situations where an organisation may need to initiate business development initiatives,
- apply basic methods of business intelligence and competitor analysis,
- analyse the processes that can lead to a deal,
- describe the essential elements for successful alliances between organisations.

# Content

Background to why business development as a concept emerged.  
 Methods for business intelligence and competitor analysis, including future trends and scenarios.  
 Processes for the transactions and alliances including assessment instruments, due diligence of projects and companies, valuation of projects and companies, negotiation, decision-making and contract design.  
 Factors influencing the outcome of partnerships (alliance management).

## Teaching methods

The course consists of lectures, seminars and assignments on group as well as individual levels.

## Examination

The examination consists of a written report based on material from a case, an oral presentation of this report and two written exams: an analytical exam with essay questions and a written exam with short answer questions. The written report and the two written exams are graded Pass with distinction/Pass/Fail. The presentation is graded Pass/Fail.

In order to receive a final grade for the entire course, you need to get the grade "Pass" on all examinations. To get the grade "Pass with distinction" on the entire course, you need to get the grade "Pass" on the presentation and the grade "Pass with distinction" on all other examinations.

### Compulsary participation

Participation at seminars and presentations is compulsory. The course director assesses if and, in that case, how absence can be compensated. Before the student has participated in all compulsory parts or compensated absence in accordance with the course director's instructions, the student's results for respective part will not be registered in LADOK.

## Transitional provisions

The course has been cancelled HT18 and was offered for the last time in the spring semester of 2013.

## Other directives

The course language is English.

A course evaluation will be conducted according to guidelines decided by the Board of Higher Education.

Oral evaluation in the form of course council meetings will be carried out during the course.

## Literature and other teaching aids

### Mandatory literature

The course leader will assign further mandatory literature.

*Friedman*

#### **Best Practices in Biotechnology Business Development**

Washington DC : Logos Press, 2008

ISBN:978-0-9734676-0-4

[Library search](#)