



CfPA

The Center for Professional Advancement
Accredited Technical Training Worldwide
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ON-DEMAND Online Training Course

Evolution of the Pharmaceutical Industry through 2020

Location: Your Computer

Offering # 0805-701

Priority Code: 520

WHO SHOULD ATTEND

This course incorporates multiphase views of conventional, biologic and generic drug sectors. Each of these sectors will impact the others significantly over the next decade - and all have drastic importance to capital markets, stockholders, legislators and the patient. Understanding these trends is vital for anyone that plans to conduct pharma business over the next fifteen years. It is recommended for:

- Pharmaceutical business planners
- Quality Risk Managers
- Human resources—both employers and the employed
- Drug pipeline candidate evaluators
- Pharmaceutical sales, distribution and marketing personnel
- Investors, stockholders and business valuers

LEARNING OBJECTIVES

After completing this online course, participants will be able to:

- Explain the forces that are shaping change in the overall Pharma industry: drug niches, pipelines, generics, biologics and biosimilars
- Describe the industry's need for a reshaped infrastructure

COURSE DESCRIPTION

This highly focused 1½ hour course provides a top-level overview of drug-product R&D strategies, merger alternatives, legislative and consumer impact, timelines and cycles that will affect capital costs and revenue streams, change in drug portfolios and the concomitant changes in patient acceptance. The course points out strategic pathways for managing in an evolutionary operating model.

Module 1:

- Market expectations vs. performance from 1980-2000
- The why and how of product pipeline erosion
- Benchmarks for evaluating plant costs vs. yield
- The rise and solidification of generics
- Biologics: high risk, high reward, expensive capitalization
- Legislative, regulatory and healthcare management impacts

Module 2:

- Product portfolio evolution through 2020
- Infrastructure barriers to both change and entry
- The "critical path" avenue to patient tolerance
- Exogenous factors: counterfeiting, product identification
- Market sustainability as an aspect of patent life and the onset of competition
- Pathways to individual company growth

COURSE DIRECTOR

John E. Carroll, C.Ph.C. Managing Partner, Cadrai Technology Group and President, Carroll Ventures, Inc.

ACCREDITATIONS



The Center for Professional Advancement has been approved as an Authorized Provider by the International Association for Continuing Education and Training (IACET), 8405 Greensboro Drive, Suite 800, McLean, VA 22102. In obtaining this approval, The Center for Professional Advancement has demonstrated that it complies with the ANSI/IACET Standards which are widely recognized as standards of good practice internationally. As a result of their Authorized Provider membership status, The Center for Professional Advancement is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standards.

REGISTRATION

TUITION*— **Single Rate: U.S. \$99.00 per person** **Group Rate: U.S. \$99.00 per person****

Register at www.cfpa.com. Enter **Course Offering #0805-701** into **Quick Jump**. To register use **Priority Code: 520**.

For Questions and Information call Customer Service at 732-613-4500.

Please Note: Multiple participants are not authorized to share access provided to a single registrant, a single dedicated seat license must be purchased for each individual. CfPA reserves the right to cancel access or collect the group rate payment if this requirement has been violated. Only registered participants will receive accreditation.

ABOUT ON-DEMAND:

Our pre-recorded on-line training courses are available for viewing at your convenience at your computer. Register for a CfPA on-demand course, your registration will be processed within two (2) business days, after payment and registration are complete you will receive an email from olinetraining@cfpa.com with your password to access the on-demand course. You will have two (2) business days to view the course. You **MUST** complete all polls and the course evaluation to receive your accreditation certificate for this course.

TERMS AND CONDITIONS

***Payment:** Tuition payable in US funds net of all charges. Payment is due at time of registration in the form of a credit card. Please contact CfPA's Customer Service for other payment options.

****Group Rate:** The Group Rate is for two or more enrollments, up to five registering from the same company at the same time. For groups of six or more, please contact Customer Service for group pricing. **Cancellations/No Show: "Live"**- Registrants may cancel up to two working days prior to the course start date and will receive a letter of credit to be used towards a future course up to one year from date of issuance. No credit will be issued for no-shows and/or cancellations less than two working days prior to the course. : **"On-Demand"**- No refund or credit will be issued for no-shows and/or cancellations of on-demand training courses. CfPA is not responsible for any outside related costs incurred by registrant's cancellation.