Drafting Commercial Contracts for the Pharmaceutical Industry

Description: In such a highly regulated industry, understanding the key challenges of negotiation and drafting an effective and watertight contract on an international level is a complex topic. They can be difficult for even the most well equipped in-house lawyer and most often it is not the lawyer in the driving seat. Commercial managers from all areas of the pharmaceutical industry are leading negotiations and drafting and managing key contracts on a daily basis. It is vital that both legal counsel and commercial executives not only have the key skills and tactics to create a win-win scenario but also the knowledge to ensure any agreement is within the laws and regulations. The alternative is the exposure of the organisation to unnecessary risk and costly disputes.

This unique three-day programme that looks at both elements of the process has been developed. Using practical exercises, industry examples, and discussions to examine the key skills needed from both legal and commercial viewpoints and how they integrate.

The programme consists of five modules which:

1. Will deliver an in-depth examination of intellectual property issues that affect pharmaceutical industry agreements
2. Will focus on competition regulations pertinent to pharmaceutical industry agreements
3. Will analyse the commercial and legal issues affecting pharmaceutical industry agreements
4. Will examine collaboration and licensing agreements
5. Features an in-depth workshop on effective negotiation skills

The key objectives of this seminar

By attending this seminar, you will:

- Understand the key intellectual property issues affecting pharmaceutical industry agreements
- Find out about the implications of SPCs for pharmaceutical industry agreements
- Learn how to draft contracts to avoid anti-trust infringement
- Familiarise yourself with the key commercial and legal issues that affect pharmaceutical industry agreements
- Gain knowledge of the key issues in clinical trial agreements, contract manufacturing agreements and co-promotion, co-marketing and distribution agreements
- Get-to-grips with the competitive nature of doing deals in the pharmaceutical industry and the tactics for effective and successful negotiation
- Update your practical skills when drafting effective collaboration agreements

* Please note, events may be cancelled due to commercial or organisational reasons. In this case Research and Markets will refund all registration fees which have already been paid. Research and Markets will not refund any charges arising from the participant having to cancel or re-book transportation or accommodation which he or she has arranged.

Ordering:


Order by Fax - using the form below

Order by Post - print the order form below and send to

Research and Markets,
Guinness Centre,
Taylors Lane,
Dublin 8,
Ireland.
Fax Order Form
To place an order via fax simply print this form, fill in the information below and fax the completed form to 646-607-1907 (from USA) or +353-1-481-1716 (from Rest of World). If you have any questions please visit http://www.researchandmarkets.com/contact/

Order Information
Please verify that the product information is correct.

Product Name: Drafting Commercial Contracts for the Pharmaceutical Industry
Web Address: http://www.researchandmarkets.com/reports/3442958/
Office Code: SCBRY2HC

Product Format
Please select the product format and quantity you require:

<table>
<thead>
<tr>
<th>Quantity</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>3 Days - Single User:</td>
<td>USD 2392</td>
</tr>
</tbody>
</table>

USD 2804 - Until 05th Sep 2016

Contact Information
Please enter all the information below in BLOCK CAPITALS

<table>
<thead>
<tr>
<th>Title:</th>
<th>Mr ☐ Mrs ☐ Dr ☐ Miss ☐ Ms ☐ Prof ☐</th>
</tr>
</thead>
<tbody>
<tr>
<td>First Name:</td>
<td>________________________________</td>
</tr>
<tr>
<td>Email Address: *</td>
<td>________________________________</td>
</tr>
<tr>
<td>Job Title:</td>
<td>________________________________</td>
</tr>
<tr>
<td>Organisation:</td>
<td>________________________________</td>
</tr>
<tr>
<td>Address:</td>
<td>________________________________</td>
</tr>
<tr>
<td>City:</td>
<td>________________________________</td>
</tr>
<tr>
<td>Postal / Zip Code:</td>
<td>________________________________</td>
</tr>
<tr>
<td>Country:</td>
<td>________________________________</td>
</tr>
<tr>
<td>Phone Number:</td>
<td>________________________________</td>
</tr>
<tr>
<td>Fax Number:</td>
<td>________________________________</td>
</tr>
</tbody>
</table>

* Please refrain from using free email accounts when ordering (e.g. Yahoo, Hotmail, AOL)
Payment Information

Please indicate the payment method you would like to use by selecting the appropriate box.

☐ Pay by credit card: You will receive an email with a link to a secure webpage to enter your credit card details.

☐ Pay by check: Please post the check, accompanied by this form, to:

Research and Markets,
Guinness Center,
Taylors Lane,
Dublin 8,
Ireland.

☐ Pay by wire transfer: Please transfer funds to:

Account number 833 130 83
Sort code 98-53-30
Swift code ULSBIE2D
IBAN number IE78ULSB98533083313083
Bank Address Ulster Bank,
27-35 Main Street,
Blackrock,
Co. Dublin,
Ireland.

If you have a Marketing Code please enter it below:

Marketing Code: _______________________

Please note that by ordering from Research and Markets you are agreeing to our Terms and Conditions at http://www.researchandmarkets.com/info/terms.asp

Please fax this form to:
(646) 607-1907 or (646) 964-6609 - From USA
+353-1-481-1716 or +353-1-653-1571 - From Rest of World