

Special BioPharma Program Offer for Teams and Partners

Invite your partners and colleagues who are not part of the internal alliance team to join you for one or both master class programs.

Master Class Program Highlights

Operational Excellence for Alliance Managers in a Hybrid Environment

Monday, September 27, 2021
12:55 p.m. – 2:25 p.m. EDT US

Managing the inherent inefficiencies in alliances and preventing them from overtaking the intended value of partnership has never been more crucial. Alliances are a core pillar of nearly every company's growth and innovation strategy. With few exceptions, the resources devoted to alliance management have not kept pace.

This master class defines operational excellence for our next normal and presents a case study for participants to analyze and learn from each other, as well as to apply the instructors' frameworks. A few of the expected learnings include:

- Successful facilitation of governance, including making complex decisions in a hybrid environment.
- The gains to be had by digitizing administrative aspects of alliance management.
- Using metrics and narrative to engage stakeholders in advancing operational excellence.

More details including the full program abstract can be found at
www.asapbiopharma.org/inc/21/sessions/105php

Presented by: 

Cross-Cultural Alliances: How to Collaborate Across Continents

Tuesday, September 28, 2021
12:50 p.m. – 2:20 p.m. EDT US

While many of us have spent the last year and half close to home, the number of alliances in the pharma/biotech industry that span international boundaries has only continued to grow.

Join Vantage Partners for a highly interactive "Master Class" in how to optimize collaboration in a cross-cultural context. Together we will review the research, share experiences, and explore how to tailor common alliance management tools and frameworks to specific cultural contexts.

Key takeaways:

- Gain a broader understanding of the cultural norms and the implications on collaboration, negotiation, and conflict management.
- Learn how to use existing alliance management best practices to navigate these different cultures and tailor them to specific cultural contexts.
- Hear about experiences from your colleagues and what advice they have based on their own experiences.

More details including the full program abstract can be found at
www.asapbiopharma.org/inc/21/sessions/111.php

Presented by: 

Master Class Features:

- Classes will feature a short presentation
- Small group breakouts for hands-on and interactive work
- Conclude with full group sharing highlights of output
- Opportunity for teams, partners, and colleagues to continue the conversation and work after the class

Who to Invite:

- Current and future partners
- Key internal colleagues with non-alliance functions

Master Class Investment:

- Up to five partners | \$850
- Up to ten partners | \$1,700

For more information on how to bring a team, contact Diane Lemkin at DLemkin@strategic-alliances.org.



Visit asapbiopharma.org for detailed information about the full conference.

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