

# Legal Issues in Business Development Deals



The Legal Aspects of Negotiating and Drafting Business Development Deals is a one-day course that allows delegates to gain an understanding of the relevant legal principles underlying business development agreements. The course will involve delegate participation in problem solving exercises.

The course is delivered by BD experts from Medius and lawyers from Fasken Martineau LLP who all have significant expertise in negotiating and drafting a range of licensing, co-development, co-promotion and related agreements. In addition delegates will work through case studies to explore solutions and compromises to common negotiation roadblocks.

This course is relevant to non-legal, business development professionals, senior managers and those with an interest in Pharmaceutical Business Development and Licensing.

- Deal Variations
- CDAs and Term Sheets
- Negotiation Tactics
- Key Agreement Terms

The course highlights the pitfalls in the partnering process and gives recommendations on how to avoid them. This course has been run as an add-on day for many major conference providers including IIR, SMi and Informa.

For further details on the programme visit [www.mediustraining.com](http://www.mediustraining.com)