13-WEEK COURSE

Design Thinking for Entrepreneurs
IMPACT
This course demystifies business thinking and transform scientists to become entrepreneurs

WHO SHOULD ATTEND
Scientists, pharmacists, engineers and other health care professionals seeking to launch their products

Course Director
Sanjeev Redkar, PhD, MBA
President, Apollomics, Inc.

Executive Director
Bhaskara R. Jasti ’95, MPharm, PhD, FAAPS
Professor, University of the Pacific

START DATE
August 2023

$950

13 week course, 2-3 hours per week.

APPLY NOW
Rolling admission until start date.
What is entrepreneurship? Where do ideas come from and how do you protect your intellectual property?

Learn how to transition from thinking like a scientist to thinking like an entrepreneur.

Understanding the elements of starting a company
Science, capital, intellectual property and people. What differentiates a good idea from not so good one. Developing your elevator pitch.

Developing a business plan
Practice developing a business plan.

Deciphering funding cycles
Seed vs series A vs series B. Elements of a term sheet. Valuation and discounted cash flow.

Introduction to legal, accounting and finance partnerships
Understanding the components of general and administrative expenses. Learn how to read financial statements, such as profit and loss statements and balance sheets.

Understanding capital structure

Recruiting talent
People are everything — learn about hiring and retaining the best people. What do you look for in them and the pertinent skills? Which ones are your first hires?

Guest Faculty
Startup CEO
Venture Capitalist
Attorney
Clinical / Regulatory Executives
IP Attorney
Public company CEO
Strategic planning for clinical development
The development process and trials. Cost and challenges for a startup. Most value-added areas to focus, CROs, CMOs and vendors.

Navigating the regulatory landscape
Regulatory paths for fast approvals. GXP quality and compliance. Examples of expedient development.

Protecting intellectual property

Assessing commercialization and market opportunity
How to do market research. Partner or FIPCO. Blockbuster or not.

Developing an exit strategy
Mergers and acquisitions. IPO vs private buyout. The art of negotiation.

We help you develop innovative products for unmet medical needs
The Jie Du Center for Innovation and Excellence for Drug Development promotes innovation in drug development through education, training, and mentorship, while fostering collaboration between Pacific students and industrial scientists. Individuals gain skills in pharmaceutical regulation, entrepreneurship and business to prepare them for navigating the challenges associated with new ventures in drug development.

The Center offers opportunities to take one’s scientific and clinical expertise and complement them with the specialized knowledge and skills that are valued in today’s competitive job market.

The Center is part of University of the Pacific and is located in Stockton, California.

Since 1955, University of the Pacific’s Thomas J. Long School of Pharmacy has been training health care professionals who are problem-solvers, innovators and leaders. The School was shaped into what it is today by the hard work, dedication and support of its charismatic faculty, staff, students, alumni and friends. Throughout the School’s history, individualized, faculty-led experiential learning programs, combined with the support of a powerful alumni network, have led to student success.
CONTACT US

Bhaskara R. Jasti ’95, MPharm, PhD, FAAPS
Executive Director, Jie Du Center for Innovation and Excellence for Drug Development

jieducenter@pacific.edu | 209.946.3162