COURSE INFORMATION

Course title:	Health and Technology		
Course code:	BAIT 516	Credits:	1.5
Session, term, period:	2021 W2, Period 6	Class location:	HA 133
Section(s):	001	Class times:	Wednesday 6:00pm – 9:30pm
Course duration:	Jan 4 to Feb 4 2022	Pre-requisites:	n/a
Program:	MBA	Co-requisites:	n/a

INSTRUCTOR INFORMATION

Instructor:	Allyson Tighe MSc MBA		
Phone:	604-362-3467	Office hours:	By request
Email:	allyson.tighe@sauder.ubc.ca		

COURSE DESCRIPTION

This course will provide an overview of the key elements and decisions involved in building and leading a life sciences company, with a focus on biotechnology and pharmaceuticals. A specialized knowledge of the industry, or of biology for that matter, is not required but a list of resources and key terms will be provided for reference. This course is suitable for students interested in the biotechnology industry and the major impact these companies are having in the world. We will put ourselves in the shoes of decision makers to examine the complex factors that must all work together for success.

COURSE FORMAT

We will be approaching this course as a flipped classroom. I will provide all materials (cases, notes, and other resources) ahead of time and we will discuss during class, along with live activities. As such, attendance is important for success in this class, and participation will be needed from everyone. Don't be surprised if you get cold called!

LEARNING OBJECTIVES

By the end of this course, students will be able to:

1. Identify the key skills and talents necessary to build highly functioning teams in the life sciences industry, as well as the challenges in leading these teams.
2. Explain the various business models used by biotechnology companies to commercialize their products, and the pros and cons of each.
3. Apply knowledge of IP and legal considerations to business decisions such as R&D prioritization, business development, and licensing negotiations.
4. Analyze the operational plan and budget of a biotechnology company and make recommendations for financing options.
5. Integrate the knowledge from this course with skills and knowledge from other courses to be an effective team member at a life science company.

ASSESSMENTS

Summary

Component	Weight
Assignments (20% each)	40%
Group case and presentation	40%
Class participation	20%
	100%

Details of Assessments

- 2 individual assignments
    1. Identify a recent M&A transaction in the life sciences industry and provide you opinion on the various risks and opportunities provided by the transaction. Full assignment details will be provided on Canvas.
    2. Having discussed the drug development process and the associated costs, take a fresh look at the drug pricing debate and provide your opinion. Full assignment details will be provided on Canvas.

- Final exam: Recorded group presentation of recommendations (case to be provided on the last day of class)
- Class participation will include participating in the larger class discussions, as well as contributing valuable insights in smaller group activities.

LEARNING MATERIALS

Required: Course package in progress, details will be communicated to students.
Estimated cost of required materials: TBD
Additional materials recommended but not required: Aside from the background reading in the course pack, see Canvas for suggested background reading on the life science industry and concepts/terms that will be helpful as we get started.

COURSE-SPECIFIC POLICIES AND RESOURCES

Missed or late assignments, and regrading of assessments

Late submissions will not be accepted and will receive a grade of zero.

Academic Concessions

If extenuating circumstances arise, please contact the RHL Graduate School program office as early as reasonably possible, and submit an Academic Concession Request & Declaration Form https://webforms.sauder.ubc.ca/academic-concession-rhlee. If an academic concession is granted during the course, the student will be provided options by RHL, or by the instructor in consultation with RHL, per UBC's policy on Academic Concession.

POLICIES APPLICABLE TO COURSES IN THE ROBERT H. LEE GRADUATE SCHOOL

Attendance

Excepting extenuating circumstances, students are expected to attend 100% of their scheduled class hours. Absent students limit their own academic potential, and that of their classmates, and cause unnecessary disruption to the learning environment. Students missing more than 20% of the total scheduled class hours for a course (including classes held during the add/drop period) without having received an academic concession will be withdrawn from that course. Withdrawals, depending on timing, could result in a "W" or an "F" standing on the transcript.

COVID-19 Policies for Attendance & Academic Concessions:

If a student feels unwell, they should stay home and send a courtesy email to each impacted instructor and cc their program manager. The student should also submit an Academic Concession Request & Declaration Form.

If a student suspects possible COVID-19 infection, they should use the BC Ministry of Health's self-assessment tool, to help determine whether further assessment or testing for COVID-19 is recommended.

If a student is required to self-isolate (e.g., while waiting for test results), they should follow the steps above (stay home, email instructor(s) and program manager, submit an Academic Concession Request & Declaration Form, and follow BC Health Guidance.

Students who are required to quarantine, should get in touch with their Program Manager to discuss the possibility of academic concessions for each impacted course. The Program Manager will work closely with your instructors to explore options for you to make up the missed learning.

COVID-19 Safety in the Classroom:

Masks: Masks are **required** for all indoor classes, as per the BC Public Health Officer orders. For our in-person meetings in this class, it is important that all of us feel as comfortable as possible engaging in class activities while sharing an indoor space. For the purposes of this order, the term "masks" refers to medical and non-medical masks that cover our noses and mouths. Masks are a primary tool to make it harder for COVID-19 to find a new host. You will need to wear a medical or non-medical mask for the duration of our class meetings, for your own protection, and the safety and comfort of everyone else in the class. You may be asked to remove your mask briefly for an ID check for an exam, but otherwise, your mask should cover your nose and mouth. Please do not eat in class. If you need to drink water/coffee/tea/etc, please keep your mask on between sips. Students who need special accommodation are asked to discuss this with the program office.

Seating in class: To reduce the risk of COVID-19 transmission, please sit in a consistent area of the classroom each day. This will minimize your contacts and will still allow for the pedagogical methods planned for this class to help your learning.

Visit the following website for the most recent updates regarding COVID-19 protocol on campus: https://students.ubc.ca/campus-life/returning-to-campus

Punctuality

Students are expected to arrive for classes and activities on time and fully prepared to engage. Late arrivals may be refused entry at the discretion of the instructor or activity lead. Students arriving later than halfway through a scheduled class will be treated as absent for that class.

Electronic Devices

Devices such as laptops, tablets, and cell phones are not permitted to be used in class unless directed by the instructor for in-class activities. Students who do not follow the School's policy in this regard may be required to leave the room for the remainder of the class, so that they do not distract others. Research shows that students' use of laptops in class has negative implications for the learning environment, including reducing their own grades and the grades of those sitting around them.

Citation Style

Please use the American Psychological Association (APA) reference style to cite your sources.

Details of the above policies and other RHL Policies are available at:
http://www.calendar.ubc.ca/vancouver/index.cfm?tree=12,199,506,1625

UNIVERSITY POLICIES AND RESOURCES

UBC provides resources to support student learning and to maintain healthy lifestyles but recognizes that sometimes crises arise and so there are additional resources to access including those for survivors of sexual violence. UBC values respect for the person and ideas of all members of the academic community. Harassment and discrimination are not tolerated nor is suppression of academic freedom. UBC provides appropriate accommodation for students with disabilities and for religious observances. UBC values academic honesty and students are expected to acknowledge the ideas generated by others and to uphold the highest academic standards in all of their actions. Details of the policies and how to access support are available on the UBC Senate website at https://senate.ubc.ca/policies-resources-support-student-success.

Respect for Equity, Diversity, and Inclusion

The UBC Sauder School of Business strives to promote an intellectual community that is enhanced by diversity along various dimensions including status as a First Nation, Metis, Inuit, or Indigenous person, race, ethnicity, gender identity, sexual orientation, religion, political beliefs, social class, and/or disability. It is critical that students from diverse backgrounds and perspectives be valued in and well-served by their courses. Furthermore, the diversity that students bring to the classroom should be viewed as a resource, benefit, and source of strength for your learning experience. It is expected that all students and members of our community conduct themselves with empathy and respect for others.

Academic Integrity

The academic enterprise is founded on honesty, civility, and integrity. As members of this enterprise, all students are expected to know, understand, and follow the codes of conduct regarding academic integrity. At the most basic level, this means submitting only original work done by you and acknowledging all sources of information or ideas and attributing them to others as required. This also means you should not cheat, copy, or mislead others about what is your work. Violations of academic integrity (i.e., misconduct) lead to the breakdown of the academic enterprise, and therefore serious consequences arise and harsh sanctions are imposed. For example, incidences of plagiarism or cheating

may result in a mark of zero on the assignment or exam and more serious consequences may apply if the matter is referred to the President's Advisory Committee on Student Discipline. Careful records are kept in order to monitor and prevent recurrences.

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ACKNOWLEDGEMENT

UBC's Point Grey Campus is located on the traditional, ancestral, and unceded territory of the xʷməθkʷəy̓əm (Musqueam) people, who for millennia have passed on their culture, history, and traditions from one generation to the next on this site.

COURSE SCHEDULE

(Subject to change with class consultation)

Class	Synchronous Or Asynchronous	Date	Topic	Readings or Activities	Assessments due
1	Synchronous	January 5, 2022	Introduction to biotechnology organizations and course outline/goals	Read Genentech case, to be discussed in class	
2	Synchronous	January 12, 2022	Building and leading a cross-functional team	1. Guest speaker: Biotech founder and CEO 2. In-class activity: build a world-class management team and board (details provided in class).	
3	Synchronous	January 19, 2022	Regulatory pathways, clinical trials, manufacturing, and other sector-specific considerations	1. Read Pfizer case, to be discussed in class. 2. In-class activity: Build a high-level budget for an emerging biotech company	Assignment #1

4	Synchronous	January 26, 2022	Intellectual Property	1. Read Crispr case, to be discussed in class. 2. Guest speaker: IP expert	
5	Synchronous	February 2, 2022	Financing Life Science Companies	1. Read Syntonix case, to be discussed in class. 2. Term sheet activity (details provided in class).	Assignment #2
6	Asynchronous	TBA by RHL	In groups, students will read a case (assigned on February 2nd) and present recommendations via a recorded presentation.	Case to be provided	Recorded Group Presentation