IPI Academy

MANAGEMENT forum



Presented by
Management Forum

How the Pharmaceutical and Biotech Industries Work: From Molecule to Market

11 March 27
+ 27 September 27

This course will give you an invaluable overview of the pharmaceutical industry, from discovery of the molecule through development to marketing.

Format:
Live online

CPD:
6 hours for your records

Certificate of completion

Course overview

This intensive, one-day course provides a clear, structured, and highly accessible introduction to how the pharmaceutical and biotechnology industries operate - from early molecule discovery through development, regulatory approval, and commercialisation.

Designed specifically for non-scientists and those new to the sector, the programme demystifies complex processes, terminology, and decision-making across the drug development lifecycle. It explains how different functions contribute at each stage and how they work together in practice, helping participants understand not just what happens, but why it happens.

The course also reflects how the industry is evolving. Alongside core fundamentals, participants will gain an overview of current innovations, including the growing role of artificial intelligence (AI) in discovery, development, and clinical operations, and what this means for the future of pharma and biotech.

The focus throughout is on clarity, real-world context, and practical understanding - not deep science.

Benefits of attending

- **Gain** a clear, end-to-end understanding of how medicines are developed and brought to market
- **Understand** how discovery, development, clinical, regulatory, safety, and commercial functions interact in practice
- **Become** familiar with essential clinical, regulatory, and safety concepts and terminology
- **Build** confidence when working cross-functionally or supporting pharma and biotech projects
- **Gain** insight into current industry trends, including the impact of AI on drug development

Who should attend

This course is ideal for anyone who needs a clear, practical understanding of how the pharmaceutical and biotechnology industries work, without requiring a scientific background.

- New starters entering the pharma or biotech industry
- Professionals moving into cross-functional, project, or oversight roles
- Non-scientific, administrative, commercial, IT, and support staff
- Anyone working with, or alongside, pharmaceutical and biotechnology organisations

Presenter



Laura Brown

Dr Laura Brown is a pharmaceutical management consultant and Senior Lecturer of the MSc in Clinical Research at the School of Pharmacy, University of Cardiff. Laura has more than 25 years' experience in the pharmaceutical industry and has held senior positions with companies such as GSK, Hoechst Marion Roussel, Farmitalia and Phoenix International. She regularly writes on pharmaceutical drug development and regulatory issues including 'The Planning of International Drug Development' in the Clinical Research Manual and 'The Impact of Brexit' in the RQA journal.

Course dates

11 March 27	**Live online** 09:30-17:00 **UK (London)** (UTC+00) *Course code 17048*	GBP **649** ~~749~~ EUR **909** ~~1,049~~ USD **1,043** ~~1,199~~ **Until 14 Jan**
27 September 27	**Live online** 09:30-17:00 **UK (London)** (UTC+01) *Course code 17363*	GBP **649** ~~749~~ EUR **909** ~~1,049~~ USD **1,043** ~~1,199~~ **Until 02 Aug**

How to book

Online:
ipi.academy/2026

Alternatively contact us to book, or if you have any queries:

Email:
info@ipiacademy.com

Phone:
+44 (0)20 7749 4749

Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

Further information

Fee
The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

Please note
IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

Terms and conditions
The rest of the our terms, the event cancellation policy and the terms and conditions are on our website, please visit ipi.academy/content/terms-and-conditions

Reviews

★★★★★

I hoped to find a comprehensive abstract about pharmaceutical industries and that's exactly what I found

Fabrice GALZIN
Director marketing
Groupe ProductLife
May 12 2023

★★★★★

The content of the training was of great quality. Laura is an excellent speaker with much knowledge in this topic and there were many opportunities for interaction

Joana Reis
Medical Advice and Communications Specialist
Yacht BV
Jan 20 2023

★★★★☆

Laura was a very experienced speaker who presented well. I liked the interactive parts.

Eve Megaw
Millicent Pharma
Sep 15 2023

★★★★☆

Clear and precise presenter. Clear that Laura had a good an in depth knowledge of the industry. All very good and well presented. Enjoyed the webinar and would recommend to others.

Emma Fox
Office Manager
Theravance Suite 101
Sep 15 2023

Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



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IPI Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

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