IPI Academy

MANAGEMENT forum



Presented by
Management Forum

Effective Communication & Negotiation in Technology Transfers

The ability to create a working relationship with your partners in a technology transfer is normally overlooked. In the current pharmaceutical landscape, gaining trust should never be an after thought.

Format:
Bespoke training

CPD:
1 hours for your records (depending on your requirements)

Certificate of completion

Course overview

Technology transfer has two key facets: the science involved in the technology transfer and the ability to create a working relationship with our partners. The former is normally the one which is mostly taken into consideration, whereas the latter is mostly taken for granted or ignored. However, many stakeholders from various backgrounds are involved in a tech transfer. Moreover, in the current pharmaceutical landscape, cross-cultural communication is almost a daily reality. As a consequence, gaining trust should never be an after thought.

Benefits of attending

- **Gain** a better understanding of cross-cultural communication
- **Learn** to understand your audience (i.e. who are the decisions makers, the stakeholders etc)
- **Discover** the softer side of negotiation
- **Enhance** your skills to build better trust and move towards a seamless tech transfer
- **Analyse** real-world examples to understand practical application and challenges

Who should attend

Any function involved in a pharmaceutical technology transfer will benefit from this exciting and interesting course.

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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