



Think outside the laboratory

Entrepreneurs in Clinical
Academia Course

Delivered by INSEAD, a pioneer of
international business education

3–7 October 2016

www.focis-eca.com



the laboratory

**You discover a new molecule.
What are the next steps to
fund the development of
your compound?**

ECA is an exciting initiative from the **Federation of Clinical Immunology Societies (FOCIS)** offering **European** medical academics the chance to discover more about the drug development process and how to get the most out of their research.

ECA is supported by **Celgene** and delivered by **INSEAD**.

The course is open to clinical and academic researchers who are currently involved in an immunology or inflammatory research programme in Europe.

The course is a unique, interactive and intensive way to learn the language of business from a scientist's perspective.



Think outside...

**Entrepreneurs in clinical academia (ECA)
2016 will take place at the INSEAD campus,
Fontainebleau, France, on 3–7 October**

The course schedule will include:

- The drug development process, from initiation through to investigational new drug application
- Understanding the business potential of research
- Obtaining and defending intellectual property
- Assessing financial value
- Pitching a business plan for investors and partners

Throughout the week, successful candidates will be working in groups to apply their learning and build a business plan for a case study drug.

ECA 2016 will provide successful candidates with the insight, knowledge and skills to translate their pioneering research from the laboratory to the pharmaceutical market place.



the laboratory

More than 60 applicants have successfully completed the ECA course

"I have learnt more in these 4 days than in 20 years of formal education. My aim now is to apply all this knowledge in real life." – 2015

"I gained a deep understanding of what it takes to set up a biotech company, how patents work, how pharma works, how VCs operate, etc. Overall, a flawless course!" – 2015

"This is the best course I have ever attended, and I would highly recommend it!" – 2014

"Great news that this unique course continues! It is an inspiring contribution to the field!" – 2013

"A hugely valuable week – I wish it had been available 10 years earlier!" – 2013

**Unlock the business potential
in your innovative research and
apply to ECA 2016 today!**

Think outside the laboratory and apply now!

Applications for ECA 2016 are
now open. Apply online at:

www.focis-eca.com

All applications must be received by
30th April 2016.

ECA is a free course. All course expenses
(tuition fees, on-site accommodation and
transport) for each successful candidate
will be covered by FOCIS, thanks to
support from Celgene.

21 successful candidates are chosen by
an independent Candidate Selection
Board, from FOCIS and INSEAD.

Successful applicants will be notified in
June 2016.

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A FOCIS initiative

FOCIS aims to improve human health through immunology by fostering interdisciplinary approaches to both understand and treat immune-based diseases.

Supported by Celgene

A multinational biopharmaceutical company committed to delivering innovative and life changing drugs to patients suffering from cancer and severe immune and inflammatory conditions.

Delivered by INSEAD

A globally renowned business school and a pioneer of international business education situated in Fontainebleau, on the outskirts of Paris, France.

FOCIS
Federation of Clinical
Immunology Societies
www.focisnet.org



INSEAD
The Business School
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If you have any queries please contact the ECA secretariat via email eca@phase-ii.com or tel +44 (0)1372 472 140