

Best Practices in Biotechnology Business Development



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出版者:

出版时间:2008-03-01

装帧:8.9 x 5.9 x 0.6 inches

isbn:9780973467604

<http://www.amazon.com/exec/obidos/ASIN/0973467606/dna2z-20>

The biotechnology industry is growing rapidly. Every year increasing numbers of life science graduates enter the workforce, more researchers seek to commercialize their research findings, and growing numbers of biotechnology-minded business students and business professionals seek to apply their skills and knowledge to biotechnology. Some of these biotechnology workers enter existing companies, whereas others start their own companies. Regardless of their education, training, or the nature of their work, this growing constituency is challenged to learn how to operate within the

biotechnology industry, while continually monitoring and managing the implications of changes in the underpinning fundamentals.

Those operating within the industry - whether in biotechnology companies or in associated supportive roles - are constantly challenged to keep abreast of industry developments and understand their significance. Seeking to meet the need to understand how to practice the business of biotechnology, these best practices provide a framework upon which to understand critical issues in biotechnology business development. Experts from a wide range of disciplines have composed best practices based on their experiences and expertise, creating a vital toolbox covering a broad spectrum of topics. These best practices will enable you develop a better understanding of the key elements in these operations and empower you to better manage their implementation.

作者介绍:

Yali Friedman holds a doctorate in biochemistry and is author of Building Biotechnology, a widely-used course text in biotechnology programs. He regularly guest lectures for the Johns Hopkins MS/MBA program in biotechnology, teaching classes on the business of biotechnology and has published papers on diverse topics such as strategies to cope with a lack of management talent and capital when developing companies outside of established hubs, entrepreneurship in biotechnology, and new paradigms in technology-based economic development.

Yali is also managing editor of the Journal of Commercial Biotechnology and serves on the science advisory board of Chakra Biotech and the editorial advisory boards of the Biotechnology Journal and Open Biotechnology Journal.

Yali has a long history in biotechnology media, having created a Forbes "Best of the Web"-rated web site on the biotechnology industry for a NY Times company and managed it for many years. His other projects include the Student Guide to DNA Based Computers, sponsored by FUJI Television; BiotechBlog.com; and, DrugPatentWatch.com, a pharmaceutical industry competitive intelligence service.

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