

# Postgraduate Certificate

## Control, Finance and Operation in Pharma Biotech



## Postgraduate Certificate Control, Finance and Operation in Pharma Biotech

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Technological University
- » Dedication: 16h/week
- » Schedule: at your own pace
- » Exams: online
- » Target Group: Graduates, Postgraduate Certificates and University Graduates who have previously completed any of the programs in the fields of Business, Economics, Medicine, Pharmaceuticals, Biology, Chemistry

Website: [www.techtitute.com/us/school-of-business/postgraduate-certificate/control-finance-operation-pharma-biotech](http://www.techtitute.com/us/school-of-business/postgraduate-certificate/control-finance-operation-pharma-biotech)

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# 01 Welcome

Control, finance and operation are extremely important aspects for the Pharma Biotech industry. For example, effective management of operations and resources optimizes production processes, reduces costs and improves productivity. As well as the proper management of financial resources, investment analysis, budget planning and cost control are crucial to achieving long-term profitability and growth. In this context, it is important for the business professional to adapt to the various environments within the organization. For this reason, TECH has developed a 100% online educational program that will allow students to combine their daily activities with learning activities, since it will not be subject to fixed schedules.



Postgraduate Certificate in Control, Finance and Operation in Pharma Biotech  
TECH Technological University



“

*You will learn to control and optimize production, marketing and distribution costs, thanks to this Postgraduate Certificate offered only by TECH”*

02

# Why Study at TECH?

TECH is the world's largest 100% online school of business. It is an elite school of business, with a model based on the highest academic standards. A world-class centre for intensive managerial skills education.



“

*TECH is a university at the forefront of technology, and puts all its resources at the student's disposal which helps them achieve entrepreneurial success"*

## At TECH Technological University



### Innovation

The university offers an online learning model that balances the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"*Microsoft Europe Success Story*", for integrating the innovative, interactive multi-video system.



### The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

**95%** | of TECH students successfully complete their studies



### Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

**+100000**

executives prepared each year

**+200**

different nationalities



### Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

**+500**

collaborative agreements with leading companies



### Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



### Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.





TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



### Analysis

---

TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



### Academic Excellence

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TECH offers students the best online learning methodology. The university combines the Relearning method (postgraduate learning methodology with the best international valuation) with the Case Study. Tradition and vanguard in a difficult balance, and in the context of the most demanding educational itinerary.



### Economy of Scale

---

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



### Learn with the best

---

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



*At TECH, you will have access to the most rigorous and up-to-date case analyses in academia"*

03

# Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

*We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you education of the highest academic level”*

This program will provide you with a multitude of professional and personal advantages, among which we highlight the following:

**01**

### A Strong Boost to Your Career

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

*70% of students achieve positive career development in less than 2 years.*

**02**

### Develop a strategic and global vision of the company

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional fields.

*Our global vision of companies will improve your strategic vision.*

**03**

### Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

*You will work on more than 100 real senior management cases.*

**04**

### You will take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

*45% of graduates are promoted internally.*

05

### Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

*You will find a network of contacts that will be instrumental for professional development.*

06

### Thoroughly develop business projects.

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different fields in companies.

*20% of our students develop their own business idea.*

07

### Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

*Improve your communication and leadership skills and enhance your career.*

08

### You will be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified teachers from the most prestigious universities in the world: the TECH Technological University community.

*We give you the opportunity to study with a team of world-renowned teachers.*

# 04 Objectives

The main objective of this program is to provide students with the necessary knowledge and skills in the field of operations applied to the pharmaceutical and biotechnology industries. In this sense, the participant will be able to perform effective management in crucial areas to ensure regulatory compliance, financial profitability, operational efficiency and strategic decision making in this field.



“

*You will master quantitative and qualitative techniques to assess profitability by product and make important decisions within the company"*

**TECH makes the goals of their students their own goals too.  
Working together to achieve them**

The Postgraduate Certificate in Control, Finance and Operation in Pharma Biotech enables the student to:

01

Acquire knowledge about the history of strategic Management

04

Optimize working capital management

02

Categorize the different definitions over time



03

Assess financial efficiency

05

Understand the different types of health care systems, such as public, private/private insurance, and private health care



06

Assess unmet patient needs and chronicity management

08

Know the structure, organization and functions of the National Health System

09

Delve into the steps involved in planning the market access of a new drug

07

Understand what Market Access is and how the need for this function arises in the pharmaceutical industry

10

Review the points to be analyzed prior to the development of the access plan to understand the environment and competitors



11

Know the capabilities and ethics of the Coach

12

Understand the essence of coaching and its focus on learning

13

Acquire basic knowledge of the fundamental concepts of leadership and their application in the pharmaceutical industry





14

Understand and categorize leadership theories, exploring the leadership process and the different existing styles and models

15

Achieve an effective tool to achieve results

16

Define unique and differentiated value propositions

05

# Structure and Content

This program has brought together a variety of key concepts for operation in the pharmaceutical and biotechnology industries. In this way, areas such as cost management, product profitability analysis, supply chain management and inventory control will be addressed. In the same line, we will delve into quality control, investment analysis and project management. In addition, the student will focus on cost management, enabling them to identify and control the costs associated with the production and marketing of products.



“

*You will have at your disposal interactive summaries and a whole series of multimedia resources with which you will learn to control, optimize and analyze inventories for an efficient management within the organization"*

## Syllabus

TECH has developed a Postgraduate Certificate in Control, Finance and Operation in Pharma Biotech, which will cover a wide range of crucial topics in the business management of the pharmaceutical and biotech industry. In this way, the participant will focus on developing the necessary skills to achieve efficient cost control and strategic project management. The program will begin by delving into the control of research and development expenses, addressing key aspects such as the allocation and monitoring of financial resources in this critical area.

In addition, best practices for tracking expenditures will be explored, enabling accurate and detailed management of resources allocated to research and development of new products. Operating expenses, such as production and marketing expenses, will also be analyzed in depth. Strategies to optimize costs and ensure efficiency in the company's financial management will be examined.

Similarly, expense analysis is another central aspect of the syllabus, providing

tools and techniques to assess and understand the organization's expenses in relation to its results. As well as the study of methods of financial analysis and ways to use this information for informed decision making will be explored.

In order to ensure efficient learning, this program has been designed in a 100% online format. This will provide students with numerous advantages, such as access to a variety of multimedia resources, including specialized texts and interactive summaries, available in a virtual library created especially for them. In addition, the Relearning method will be implemented, which will ensure an enriching and effective learning experience. In addition, the virtual modality will provide participants with the flexibility to access the content at any time and from anywhere. You will only need one device with Internet connection.

This Postgraduate Certificate takes place over 6 weeks and it consists of 1 module:

### Module 1

### Control, Operations and Finance



### Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Certificate in Control, Finance and Operation in Pharma Biotech completely online. During the 6 weeks of the specialization, the student will be able to access all the contents of this program at any time, which will allow the students to self-manage their study time.

*A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.*

**Module 1. Means of Payment in Token Trading**

**1.1. Cost Management**

- 1.1.1. Production Cost Controls
- 1.1.2. Optimizing Production Costs
- 1.1.3. Marketing
- 1.1.4. Distribution

**1.2. Profitability Analysis by Product**

- 1.2.1. Quantitative Analysis
- 1.2.2. Qualitative Analysis
- 1.2.3. Profitability Assessment
- 1.2.4. Conclusions

**1.3. Supply Chain Management**

- 1.3.1. Supply Chain Assessment
- 1.3.2. Control of the Supply Chain
- 1.3.3. Production
- 1.3.4. Logistics

**1.4. Inventory Management**

- 1.4.1. Inventory Control
- 1.4.2. Inventory Optimization
- 1.4.3. Inventory Analysis
- 1.4.4. Conclusions

**1.5. Quality Control**

- 1.5.1. Quality Systems
- 1.5.2. Security/Safety
- 1.5.3. Efficacy
- 1.5.4. Efficiency

**1.6. Risk Management.**

- 1.6.1. Identification
- 1.6.2. Risk Assessment
- 1.6.3. Risk Management
- 1.6.4. Operational and Regulatory Issues Associated with The Pharmaceutical and Biotechnology Industry

**1.7. Investment Analysis**

- 1.7.1. Financial Viability Assessment
- 1.7.2. Investment Project Strategy
- 1.7.3. New Product Development
- 1.7.4. Expansion into New Markets

**1.8. Control of Research and Development Expenses**

- 1.8.1. Expense Tracking
- 1.8.2. Expense Control
- 1.8.3. Expense Analysis
- 1.8.4. Conclusions

**1.9. Intellectual Property Management**

- 1.9.1. Market Trends Assessment
- 1.9.2. The Competition
- 1.9.3. Product Demand
- 1.9.4. Pricing Strategies

**1.10. Project Management**

- 1.10.1. Education
- 1.10.2. Monitoring
- 1.10.3. Strategic Project Control
- 1.10.4. Operational Project Control





# 06

# Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





“

*Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*

## TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“

*At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world”*



*This program prepares you to face business challenges in uncertain environments and achieve business success.*



## A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

“

*You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”*

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

*Our program prepares you to face new challenges in uncertain environments and achieve success in your career.*

## Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

*Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.*

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

*Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.*

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.



This program offers the best educational material, prepared with professionals in mind:



### Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



### Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



### Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



### Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.







### Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



### Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



### Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



07

# Our Students' Profiles

The Postgraduate Certificate is aimed at Graduates, Postgraduate Certificates and University Graduates who have previously completed any of the following programs in the fields of Business, Economics, Medicine, Pharmaceuticals, Biology, Chemistry.

This program uses a multidisciplinary approach as the students have a diverse set of academic profiles and represent multiple nationalities.

The Postgraduate Certificate may also be taken by professionals who, being university graduates in any area, have two years of work experience in the medical or pharmaceutical field.





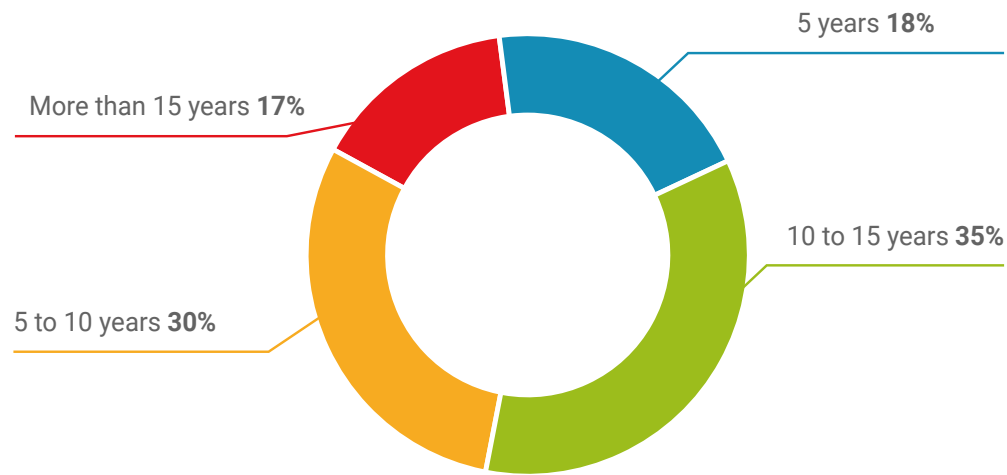
“

*You will discover the quality, safety, efficacy and efficiency systems to guarantee products of excellence in the pharmaceutical industry”*

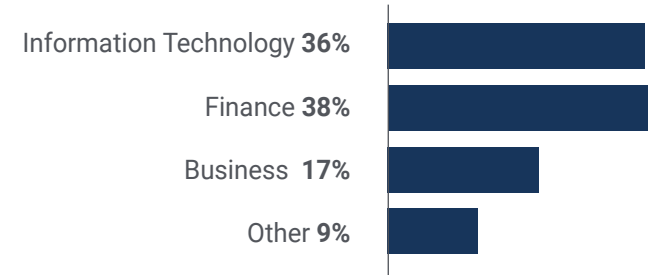
### Average Age

Between **35** and **45** years old

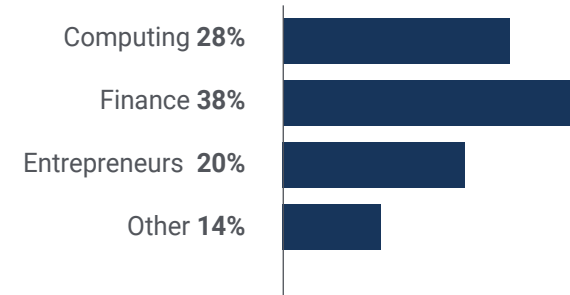
### Years of Experience



### Training

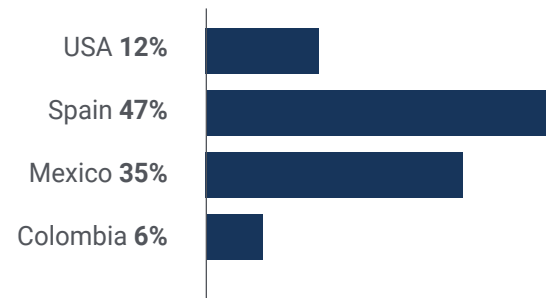


### Academic Profile



## Geographical Distribution

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## Pablo Alonso

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Environmental Health Manager

*The educational program was rigorous and challenging, but it was also rewarding. I learned to think critically, solve complex problems and work as part of a team. Today, as a university graduate, I feel prepared to face the challenges of the working world"*

08

# Course Management

This program stands out for having a distinguished faculty that will teach classes from an innovative educational perspective. This will ensure that students acquire knowledge from recognized experts who have extensive backgrounds in the fields of Pharmaceutical Industry, Medicine and Business. In this way, participants will obtain a program of excellence that will serve as an incentive to stand out and make rapid progress in their professional careers.



“

*You will have the most prestigious teacher and the most complete syllabus in the market that will make you an expert in assessment and control of the supply chain, from production to logistics”*

## Management



### Mr. Cardenal Otero, César

- ♦ Pharmabiomedical Executive at Amgen
- ♦ Author of the book " Personal Brand Communication through Social Networks by Professionals in the Health Sector"
- ♦ Degree in Marketing from *Prifysgol Cymru University* in Wales.
- ♦ Distinguished grade in the Inspiring Leadership through Emotional Intelligence course at Case Western Reserve University.
- ♦ Postgraduate Degree in Management and Health of the Pharmaceutical Industry of the European University
- ♦ Master's Degree in SME Administration from the Polytechnic School of Management
- ♦ Specialization in Social Media Marketing from Northwestern University
- ♦ Postgraduate Diploma in International Trade and Transport, University of Cantabria, Spain
- ♦ Postgraduate Certificate in Business Administration from the University of Cantabria





08

# Impact on Your Career

Upon graduating from this Postgraduate Certificate, the professionals will notice a significant change in their professional careers. By acquiring specific knowledge and skills in key areas such as management and finance, the professional will be better prepared to face business challenges and take advantage of job opportunities in the pharmaceutical and biotechnology industry.



“

*In just 6 weeks you will be able to assess financial viability and develop investment strategies for new products and markets”*

### Are you ready to take the leap? Excellent professional development awaits you

TECH's Postgraduate Certificate in Control, Finance and Operation in Pharma Biotech is an intensive program that prepares you to face challenges and business decisions in the field of Management in the Metaverse. The main objective is to promote your personal and professional growth. Helping you achieve success. If you want to improve yourself, make a positive change at a professional level, and network with the best, then this is the place for you.

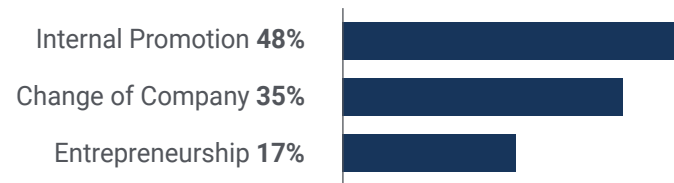
*You will learn the latest market trends, competition and pricing strategies to protect and maximize the value of intellectual property.*

*You will track, control and analyze research and development expenses within your company.*

#### When the change occurs



#### Type of change



## Salary increase

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The completion of this program represents a salary increase of more than **27.19%** for our students.



09

# Benefits for Your Company

Graduates of this program will be able to provide numerous benefits to companies in the pharmaceutical and biotechnology sectors. By having a professional with expertise in control, finance and operations, the company will experience significant improvements in several key aspects of its operation. With this in mind, the company will have efficient financial management, strategic decision making and supply chain optimization. All this in order to lead it to assured success in the industry.





“

*You will master the planning,  
monitoring and control of strategic and  
operational projects within the industry”*

Developing and retaining talent in companies is the best long-term investment.

01

### **Intellectual Capital and Talent Growth**

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

---

02

### **Retaining high-potential executives to avoid talent drain**

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.

03

### **Building agents of change.**

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

---

04

### **Increased international expansion possibilities**

Thanks to this program, the company will come into contact with the main markets in the world economy.





05

### **Project Development**

The manager can work on a current project or develop new projects in the field of R&D or Business Development within their company.

---

06

### **Increased competitiveness**

This Postgraduate Certificate will equip your professionals with the skills to take on new challenges and therefore drive the organization forward.

# 10 Certificate

The Postgraduate Certificate in Control, Finance and Operation in Pharma Biotech guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Certificate issued by TECH Technological University.



“

*Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork”*

This **Postgraduate Certificate in Control, Finance and Operation in Pharma Biotech** contains the most complete and up-to-date program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** via tracked delivery\*.

The Postgraduate Certificate issued by **TECH Technological University** will reflect the qualification obtained through the Postgraduate Certificate, and meets the requirements commonly demanded by labor exchanges, competitive examinations and professional career evaluation committees.

Title: **Postgraduate Certificate in Control, Finance and Operation in Pharma Biotech**

Official N° of Hours: **150 h.**



\*Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.



## Postgraduate Certificate Control, Finance and Operation in Pharma Biotech

- » Modality: **online**
- » Duration: **6 weeks**
- » Certificate: **TECH Technological University**
- » Dedication: **16h/week**
- » Schedule: **at your own pace**
- » Exams: **online**

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## Control, Finance and Operation in Pharma Biotech