Postgraduate Diploma
Pharma Biotech Team Management

tech technological university

![tech technological university logo]

Postgraduate Diploma
Pharma Biotech
Team Management

- » Modality: **online**
- » Duration: **6 months**
- » 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, Pharmaceutics, Biology, Chemistry**

Website: **www.techtitute.com/us/school-of-business/postgraduate-diploma/postgraduate-diploma-pharma-biotech-team-management**

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01
Welcome

In the Biotech industry, a highly specialized sector, team management plays a key role in ensuring the success of projects and the optimization of resources. In this sense, several responsibilities are involved, such as the selection and adequate hiring of highly qualified and specialized professionals in areas such as research and development, production, quality control, regulations and marketing. Therefore, it has become important for the business professional to be at the forefront of leadership techniques and coordination between different departments and alignment with industry strategies and regulations. In this context, TECH has created a 100% online program that offers the possibility of access from any mobile device with a network connection.

Postgraduate Diploma in Pharma Biotech Team Management
TECH Technological University

"You will learn about ethics, skills and the essence of coaching and discover how to empower learning and overcome obstacles to achieve goals"

02
Why Study at TECH?

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

TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help 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 | **+200**

executives prepared each year | 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:

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"

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

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.

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 the business professional with the knowledge and tools required in a constantly updated field, such as the Biotech field. In this sense, the student will be able to lead, coordinate and optimize work teams in the pharmaceutical and biotechnology industry, ensuring the success of projects and compliance with quality standards and applicable regulations.

You will explore the different schools and models of Coaching in the Pharma Biotech world, thanks to this Postgraduate Diploma offered only by TECH"

TECH makes the goals of their students their own goals too
Working together to achieve them
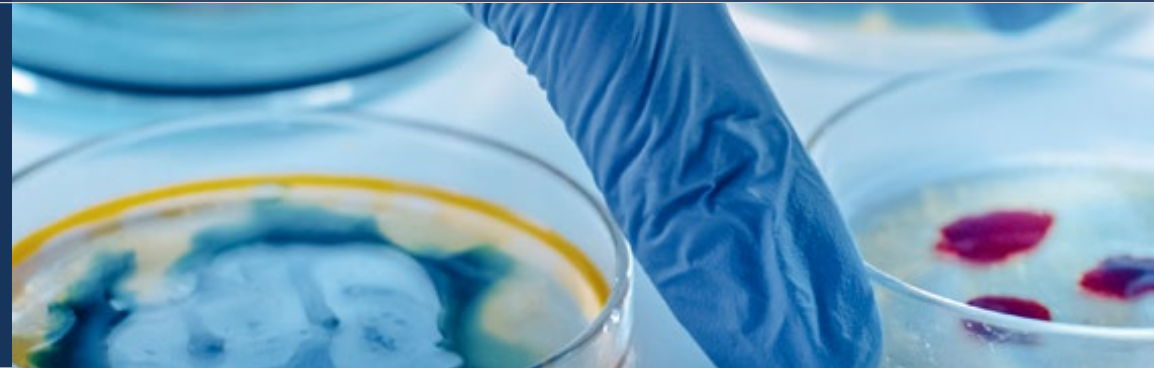The **Postgraduate Diploma in Pharma Biotech Team Management** will prepare the student to:

01 Acquire knowledge about the history of strategic Management

02 Categorize the different definitions over time

03 Assess financial efficiency

04 Optimize working capital management

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

tech

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

Structure and Content

The Postgraduate Diploma provides a syllabus covering a wide range of topics relevant to the Biotech industry. In this sense, innovative content will be presented that includes coaching as leadership and communication training, which will foster self-knowledge and personal and organizational transformation. In addition, the role of the medical profession in the pharmaceutical industry will be addressed, highlighting its informative work on treatment advances and the need for scientific and communication skills. Furthermore, the syllabus will focus on team leadership, beginning with an introduction to basic concepts such as power, influence and the definition of power.

"You will have at your disposal interactive summaries and a whole range of multimedia resources to help you use the GROW model and create a plan of action with each member of your team"

Syllabus

This program will offer quality content that will address various aspects related to Biotech Equipment Management. In this sense, personal coaching competencies will be developed and applied in the professional environment. This will create a space conducive to fostering constructive listening, working both individually and as a team, and improving smooth and efficient decision making.

On the other hand, the student will have the opportunity to know in detail the roles of the Medical Science Liaison and the Medical Advisor. Similarly, regulatory compliance in the medical affairs department, including continuing medical education, will be analyzed. Furthermore, you will focus on the medical information department, with an emphasis on the collection and analysis of accurate scientific reports.

Considering the above, TECH has carefully developed this Postgraduate Diploma in Pharma Biotech Team Management, with the purpose of providing the business professional with the indispensable tools and knowledge in this field. As a result, the participants will become outstanding experts in the field and will be able to significantly advance in their professional careers.

To achieve this objective, a 100% online program is presented, which will give the students total freedom of access to a virtual library where they will find a diversity of multimedia resources. In addition, it will allow you to coordinate your daily activities with your learning activities since you will not be subject to fixed schedules. This methodology, together with the implementation of Relearning, will allow the student to understand concepts in a faster and more effective way.

This Postgraduate Diploma takes place over 6 months and is divided into 3 modules:

Module 1	Integral Coaching in Pharma Biotech
Module 2	The Medical Department
Module 3	Team Leadership in Pharma

Where, When and How is it Taught?

TECH offers the possibility of developing this Postgraduate Diploma in Pharma Biotech Team Management completely online. Throughout the 6 months of the educational program, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

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

Module 1. Integral Coaching in *Pharma Biotech*

1.1. Basics of Coaching in Pharma Biotech
1.1.1. Coach's Capabilities and Ethics
1.1.2. The Essence of Coaching
1.1.3. Learning to Learn
1.1.4. Recommended Film: The Pacific Warrior

1.2. The Coaching Process - Schools and Models
1.2.1. North American Coaching Contributions
1.2.2. Humanistic-European Coaching Contributions
1.2.3. Ontological Coaching Contributions
1.2.4. Conclusions

1.3. The Coachee-Client
1.3.1. Present - Breakdown - Objectives
1.3.2. How to Know The Situation of Each Person in a Professional Team and in This Way Be Able to Overcome Problems in Order to Achieve The Objectives
1.3.3. Know The Current Situation through The Tool "THE WAY OF PROFESSIONAL LIFE"
1.3.4. Conclusions

1.4. Ideal Situation
1.4.1. Where I Am Going
1.4.2. Identify Goal, Vision and Clarification Objectives Both as an Individual Professional and as a Team Coordinator
1.4.3. Grow Model
1.4.4. Example: Where You Want to Have Each Member of Your Team through a Mandala

1.5. The Technique Our Mind
1.5.1. Mental Models
1.5.2. Observe, Distinguish
1.5.3. Beliefs, Judgments
1.5.4. Facts and Opinions

1.6. The Technique Language
1.6.1. Basic Postulates of the Ontology of Language according to Rafael Echevarría
1.6.2. Listening, Silence and Speech Competence
1.6.3. Recommended Books
1.6.4. Rafael Echevarría Language Ontology
1.6.5. Leonardo Wolk. The Art of Blowing Embers

1.7. The Technique Emotion
1.7.1. Management and Emotional Intelligence
1.7.2. Legitimizing Emotion in order to Manage It from the Linguistic Dimensions
1.7.3. Emotional
1.7.4. Conclusions

1.8. Technique - Corporeality
1.8.1. Who Am I from my Body?
1.8.2. Posture and Movement
1.8.3. Trends that Support or Block Conversations with the Body
1.8.4. Conclusions

1.9. Powerful Questions How to Use The Questions to Help Each Member of Your Team Find Their Best Version of Themselves
1.9.1. To Determine The Profile of Our Customer and to Design a Plan of Action
1.9.2. Coaching Questions to Reconnect You
1.9.3. Coaching Questions to Change Perspective
1.9.4. Coaching Questions for Awareness
1.9.5. Coaching Questions to Create Action
1.9.6. Coaching Questions for Goal Setting
1.9.7. Coaching Questions for Designing a Plan of Action
1.9.8. Coaching Questions for Clients to Find Their Own Solutions

1.10. The Action
1.10.1. Action Plan Phases
1.10.2. Accompany
1.10.3. Monitoring
1.10.4. Commitment
1.10.5. How to Elaborate a Plan of Action with Each Delegate of Your Team

Module 2. The Medical Department

2.1. The Medical Department
2.1.1. General Structure of The Medical Department in Different Companies
2.1.2. Objective and Functions of The Department
2.1.3. Roles in The Medical Department
2.1.4. How They Relate to Other Departments: Marketing, Access, Sales, etc.
2.1.5. Career Opportunities in The Medical Department in The Pharmaceutical Industry

2.2. Monitoring
2.2.1. Fundamentals of Clinical Development
2.2.2. Legislation on Clinical Trials
2.2.3. Types of Clinical Trials
2.2.4. Clinical Trial Phases
2.2.4.1. Phase I Clinical Studies
2.2.4.2. Phase II Clinical Studies
2.2.4.3. Phase III Clinical Studies
2.2.4.4. Phase IV Clinical Studies

2.3. Clinical Trial Methodology
2.3.1. Clinical Trial Design
2.3.2. Stages in the Development of Clinical Trial
2.3.3. Clinical Trial Feasibility
2.3.4. Identification and Selection of Centers and Researchers
2.3.5. Recruitment Materials and Strategies
2.3.6. Contracts with Research Centers
2.3.7. Protocol
2.3.8. Patient Information Sheet and Informed Consent

2.4. Trial Monitoring: Follow-Up and Control
2.4.1. Monitoring Visit
2.4.1.1. Pre-Study Visit
2.4.1.2. Initiation Visit
2.4.1.3. Monitoring Visit
2.4.1.4. Closing Visit
2.4.2. Remote Monitoring
2.4.3. Monitoring Visit Reports
2.4.4. Data Management Obtaining Results

2.5. Real Clinical Practice Studies RWE
2.5.1. RWE Studies: Design, Analysis, Minimization of Bias
2.5.2. Types of RWE Studies
2.5.3. Integration in The Medical Plan
2.5.4. Collection and Communication of Results
2.5.5. Current Challenges in The Use of Evidence and Knowledge of RWE
2.5.6. How RWE Can Support Decision Making throughout The Product Life Cycle
2.5.7. Investigator Initiated Studies/Trials and Research Collaborations

2.6. The Medical Affairs Department
2.6.1. What Is The Medical Affairs Department?
2.6.1.1. Objective and Functions of The Department
2.6.1.2. General Structure of The Department in Different Companies
2.6.1.3. Interactions Between Medical Affairs And Other Departments (Clinical Operations & Commercial Departments)
2.6.1.4. The Relationship of Medical Issues in Terms of Product Life Cycle
2.6.2. Creation of State-of-The-Art Data Generation Programs
2.6.3. Medical's Co-Leadership Role
2.6.4. Affairs in Multifunctional Pharmaceutical Organizations

2.7. Roles in The Medical Affairs Department
2.7.1. Medical Advisor Role
2.7.2. Medical Advisor Functions
2.7.3. HCP Participation Tactics
2.7.3.1. Advisory Board and Promotional Programs
2.7.3.2. Scientific Publications
2.7.3.3. Scientific Congress Planning
2.7.4. Development of a Medical Communications Plan
2.7.5. Medical Product Strategy Design
2.7.6. Management of Medical Projects and Studies Based on Real Clinical Practice Data (RWE)
2.7.7. Medical Science Liaison Role

2.7.7.1. MSL functions: medical communication and interlocutors
2.7.7.2. Implementation of Medical Projects and Territorial Management
2.7.7.3. Initiated Studies/Trials and Research Collaborations Investigator
2.7.7.4. Scientific Communication and Collection of Insights

2.8. Compliance In the Medical Affairs Department
2.8.1. Compliance Concept in The Medical Department
2.8.1.1. Prescription Drug Promotion
2.8.1.2. Interrelation with Healthcare Professionals and Organizations
2.8.1.3. Interrelation with Patient Organizations
2.8.2. On Label/Off Label Definition
2.8.3. Differences between Commercial Department and Medical Affairs
2.8.4. Code of Good Clinical Practice in Medical Promotion and Information

2.9. Medical Information
2.9.1. Integral Communication Plan
2.9.2. Media and Omnichannel Plan
2.9.3. Integration of The Communication Plan in Medical Plan

2.9.4. Biomedical Information Resources
2.9.4.1. International Sources: Pubmed, Embase, WOS, etc
2.9.4.2. Sources in Latin America: Indexes CSIC, Ibecs, LILACS, etc.
2.9.4.3. Sources for Locating Clinical Trials: WHO, ClinicalTrials, Cochrane CENTRAL, etc.
2.9.4.4. Sources of Drug Information: Bot Plus Web, FDA, etc
2.9.4.5. Other Resources: Official Organizations, Websites, Scientific Societies, Associations, Assessment Agencies, etc.

2.10. Pharmacovigilance
2.10.1. Pharmacovigilance in Clinical Trials
2.10.1.1. Legal Framework and Definitions
2.10.1.2. Adverse Event Management
2.10.2. Notification of Adverse Events, Eudravigilance
2.10.3. Periodic Security Reports
2.10.4. Pharmacovigilance in Others Clinical Trials: Posauthorization Studies

Module 3. Team Leadership in Pharma

3.1. Leadership
3.1.1. Leadership Introduction
3.1.2. Power and Influence
3.1.3. What Is Leadership?
3.1.4. Conclusions

3.2. Leadership Theory
3.2.1. Leadership Process
3.2.2. Leadership Styles
3.2.3. Leadership Models
3.2.4. Evolution

3.3. Leadership Skills
3.3.1. Communication
3.3.2. Commitment
3.3.3. Motivation
3.3.4. Decision Making

3.4. Group Management
3.4.1. Organisation
3.4.2. Time Management
3.4.3. Planning and Objectives
3.4.4. Equipment Assessment

3.5. Team Management Skills
3.5.1. Goals
3.5.2. Objectives
3.5.3. Time Management
3.5.4. Problem Management

3.6. Decision Making
3.6.1. Process
3.6.2. Team Decision-Making
3.6.3. Strategic Decisions
3.6.4. Ethical Decisions

3.7. Communication, Part of Success
3.7.1. External Communication
3.7.2. Internal Communication
3.7.3. Crisis Communication
3.7.4. Intercultural Communication

3.8. Negotiation and Conflict Management
3.8.1. Communication Strategies
3.8.2. Skills
3.8.3. Conflict Management.
3.8.4. Team Negotiation

3.9. People Development
3.9.1. Equipment
3.9.2. Motivation
3.9.3. Visibility
3.9.4. Conclusions

3.10. Common Objective, Project Development
3.10.1. Common Objective, Which Is
3.10.2. Multidisciplinary Teams
3.10.3. Building Alliances
3.10.4. Most Used Strategies

With the Relearning method, you will reduce your study hours and strengthen your understanding in the long run"

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.

01 learning from evidence
02 relearning from evidence
03 testing
04 learning from an expert
05 neurocognitive context dependent learning
06 Von-Restorff effect
07 case based learning through storytelling
08 competencies testing (retesting)

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.

30%

10%

8%

3%

30%

15%

4%

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 Diploma 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, Pharmaceutics, Biology, Chemistry.

The diversity of participants with different educational profiles and from multiple nationalities makes up the multidisciplinary approach of this program.

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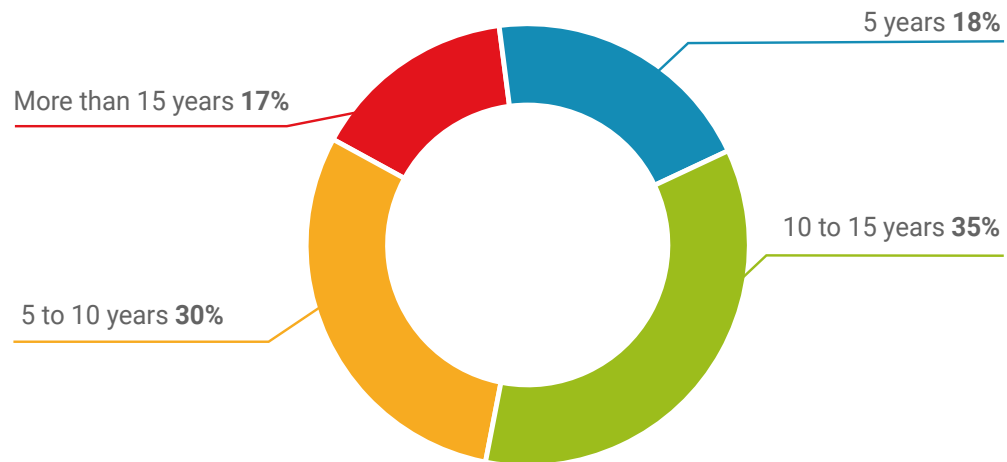
"

You will learn the basic postulates of the ontology of language and improve your listening, silence and speaking competence"

Average Age

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

Years of Experience

5 years **18%**

More than 15 years **17%**

10 to 15 years **35%**

5 to 10 years **30%**

Training

Business **36%**

Pharmaceuticals **38%**

Biology **17%**

Medicine **9%**

Academic Profile

Business **28%**

Pharmaceuticals **38%**

Biology **20%**

Medicine **14%**
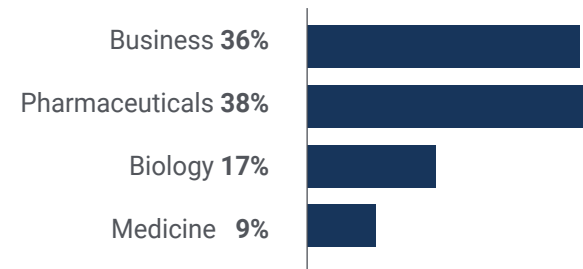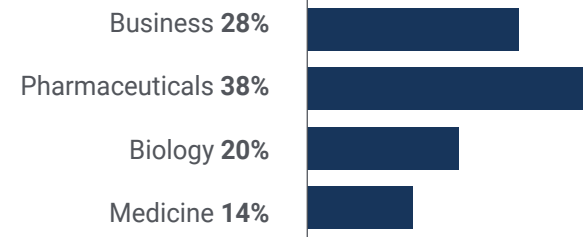
Geographical Distribution

U.S. S. **12%**

Spain **47%**

Mexico **35%**

Colombia **6%**
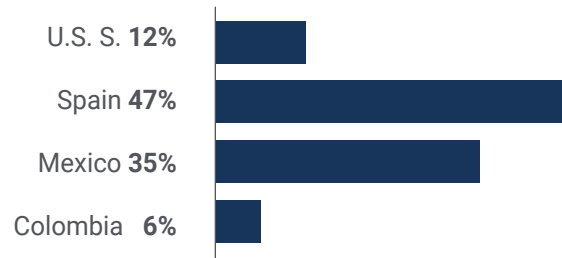
Julio Herrera

Specialist in Hospital Pharmacy

"I have had the opportunity to broaden my knowledge, explore new areas of interest and develop key skills for my future career. The education is quality and has supported me every step of the way. I am confident that this Postgraduate Diploma that I have received has prepared me to confidently face the challenges of the working world and achieve my personal and professional goals"

08
Course Management

TECH has recruited an outstanding academic body to be part of this program. This will guarantee students access to classes taught by recognized experts with extensive experience in the areas of Pharmacy, Medicine, Business and Technology. In this way, participants can be confident of obtaining a top-notch program that will motivate them to excel and advance quickly in their professional careers.

> " You will overcome problems and reach your goals by using the "Wheel of Professional Life" tool, thanks to this 100% online program"

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.

Professors

Mr. Junco Burgos, Eduardo
- Therapeutic Area Director at AMGEN
- Service Manager for GRUPO CLECE (TALHER)
- Product Specialist in Celgene
- Product Specialist in Amgen
- Key Account Manager in Shionogi
- Agricultural Engineer graduated from the Polytechnic University of Madrid.

Ms. Pascual Alfonso, Eva
- *Senior Medical Advisor at AMGEN*
- Degree in Pharmacy from the Complutense University of Madrid
- Specialization in Methodology and Management of Clinical Trials and Drug Registration by the Spanish Association of Industry Pharmacists (AEFI).
- MBA in Management and Direction of the Pharmaceutical Industry from the University of Alcalá de Henares, Madrid.

Mr. Cobo Sainz, Manuel

- Key Account Manager at Bayer
- KAM Champions in Bayer
- Degree in Business Administration and Management from Cesine University Center attached to the University of Wales.
- ECOI's Coaching Expert Course
- Executive MBA from Cesine
- Master's Degree in Marketing and Sales Management from ESIC

A unique, key, and decisive educational experience to boost your professional development"

Impact on Your Career

Graduates who complete the Postgraduate Diploma will obtain a series of benefits for their professional career. In this way, the business specialist will have greater job opportunities, career advancement, leadership skills, regulatory knowledge and the ability to contribute to innovation. This program will provide the necessary tools to excel in the pharmaceutical and biotechnology industry in order to achieve a solid and successful professional development.

You will improve your posture and movement, overcoming tendencies that block effective conversations"

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

TECH's Postgraduate Diploma in Pharma Biotech Team Management is an intensive program that prepares you to face challenges and business decisions in the medical and pharmaceutical field. Its 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 accompany your team, maintain commitment and draw up individual action plans.

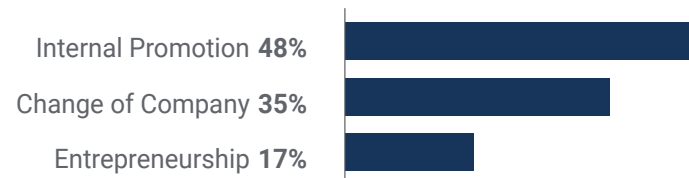*You will profile your customers, change perspective, create awareness, generate action and set goals within your team.*

When the change occurs

| During the program **11%** | During the first year **63%** | After 2 years **26%** |

Type of change

Internal Promotion **48%**

Change of Company **35%**

Entrepreneurship **17%**

Salary increase

This program represents a salary increase of more than **27.19%** for our students

Salary before	A salary increase of	Salary after
$57,000	**27.19%**	**$72,500**

10
Benefits for Your Company

By completing this Postgraduate Diploma in Pharma Biotech Team Management, the professional will be able to provide specialized knowledge, optimize resources, improve quality and efficiency, promote leadership and teamwork, as well as foster innovation and adaptability in a company. In this sense, an employee focused in this area can benefit the company in several ways, allowing it to stand out in the industry and achieve success in its area of business.

You will learn about structure, objectives and functions, and explore how it relates to other departments in the team"

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

01

Growth of talent and intellectual capital

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.

tech

05

Project Development

The professional can work on a real project or develop new projects in the field of R & D or business development of your company.

06

Increased competitiveness

This program will equip students with the skills to take on new challenges and drive the organization forward.

11
Certificate

The Postgraduate Diploma in Pharma Biotech Team Management guarantees students, in addition to the most rigorous and up-to-date education, access to a qualification issued by TECH Technological University.

Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork"
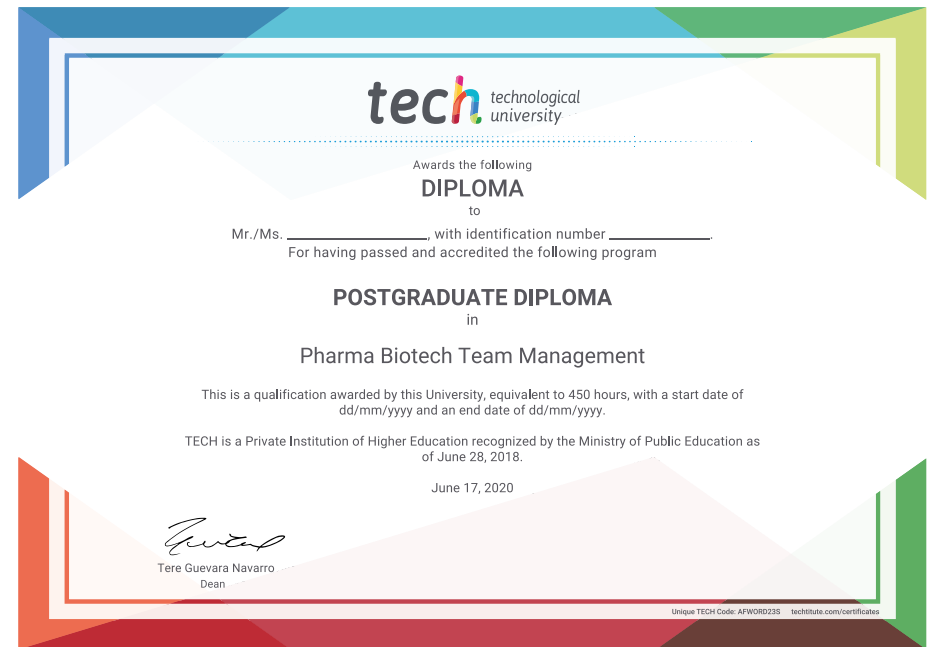
This **Postgraduate Diploma in Pharma Biotech Team Management** contains the most complete and up to date program on the market.

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

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

Title: **Postgraduate Diploma in Pharma Biotech Team Management**

Official Nº of Hours: **450 h.**

tech technological university

Awards the following

DIPLOMA

to

Mr./Ms. _____, with identification number _____.

For having passed and accredited the following program

POSTGRADUATE DIPLOMA

in

Pharma Biotech Team Management

This is a qualification awarded by this University, equivalent to 450 hours, with a start date of dd/mm/yyyy and an end date of dd/mm/yyyy.

TECH is a Private Institution of Higher Education recognized by the Ministry of Public Education as of June 28, 2018.

June 17, 2020

Tere Guevara Navarro
Dean

Unique TECH Code: AFWORD23S   techtitute.com/certificates

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

Postgraduate Diploma
Pharma Biotech
Team Management

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

Postgraduate Diploma
Pharma Biotech Team Management