

BCHB 520: Financial Matrix for Biotechnology

Spring Semester 2008 2 credits

Thursday evening, 6:30 – 8:30 PM

PreClinical LA2

Dr. Jack Chirikjian

Mr. Bob Burleson

Mr. Mike Gove

Ms. M.J. Morrow

Mr. Phil Philips

	Understanding Financial Statements – The Basics Understand the balance sheet, income statement, cash flow statement; General accounting principles and framework; Financial ratios	
	Class Cancelled for Bad Weather	
	Understanding the Cash Flow Statement and Financial Statement Analysis Compare and contrast the income statement and the cash flow statement, vertical income statement analysis, review industry example for publicly held financial statement.	
	Developing a Cash Flow Forecast	
	Preparing a Business Plan	
	Regulatory Compliance, Government Contracts and Grants Explain the regulatory framework for Federal and State taxation, including income, payroll and sales tax, government contracts and grants opportunities, related regulations, types of contracts, government research programs and funding opportunities.	
	Business Strategy Matrix Sources of information (corporate/market/product), including public and private sources, raising capital – angels, venture, IPO.	
	Business Strategy Matrix, continued Scanning the environment: competitors, customers, technology; drivers of value creation; strategic growth options	
	Spring Break- No Class	
	Product Development and Commercialization – the Value Chain Explain use of a gated and staged decision making process, return on investment with emphasis on use of the cash flow projection, project prioritization and resource allocation, product pricing and positioning, monitoring product performance	
	Presentations for Groups III, VII, V, VI, I 6:30 – 9:30 p.m. PreClinical LA2	
	Examination 6:00 – 8:00 PM in Pre-clinical LA2	
	Presentations for Groups VIII, IX, IV, II, X 6:30 – 9:30 p.m. PreClinical LA2	