

# THE CATENION ACADEMY

## Decision Analysis for Research Project Teams

An In-depth Training in Supporting  
Decision Analysis for Research Projects

3 days programme

### COURSE OBJECTIVES

- > Take the Project Team through a real life example of determining the optimal strategy going forward for a Lead Optimisation compound
- > Provide an understanding of the different perspectives of project team members, Decision Makers, and Portfolio Managers
- > Enable Project Teams to understand and use Catenion's processes, methods and tools for Portfolio Management of Research Projects

## DESIGN

- Prior to the course participants should spend a couple of hours to familiarise themselves with the project materials
- Each session will be introduced by a Catenion moderator who will explain the question to be addressed, the methodology and information to be used and the tools/programmes at the participant's disposal
- The participants will then work as a group or split into sub-groups to work through the tasks at hand and prepare the analyses and take different perspectives of all parties involved
- A Catenion moderator will be available to answer questions, facilitate the discussion and help with technical issues
- At the end of the course, the team will present its findings to a Catenion Partner and be challenged on its results

## PROGRAMME

Overview of Processes, Methods and Tools including

- Option Space Mapping
- R&D Risk Assessment
- Innovativeness Screening
- Project Synthesis
- Case Study: SMOL Lead Optimisation project example Oncology

## MATERIALS

Print materials and CD containing

- Presentations and templates used
- Excel models for R&D Risk Assessment and Innovativeness Screening
- Case Study information including compound dossier, list of recommended market research reports, etc

## COURSE AGENDA

### DAY 1

#### MORNING SESSION: OPTION SPACE MAPPING I

Overview of Processes, Methods and Tools in Decision Analysis

In-depth introduction to Option Space Mapping method

#### Case Study

Preparation of Option Space Maps

- What indications are accessible as supported by strong pre-clinical/clinical data?
- How does the project compare with other pipeline projects?
- Where do competitors stand?
- What are potential differentiators?
- What strategic options can be defined?

#### AFTERNOON SESSION: OPTION SPACE MAPPING II

Discussion/presentation of Option Space Maps for Case Study project

Discussion of stakeholder perspectives

- Project Teams
- Decision Makers
- Portfolio Managers

Summary of session results

### DAY 2

#### MORNING SESSION: R&D RISK ASSESSMENT I

In-depth introduction to R&D Risk Assessment method

#### Case Study

Preparation of R&D Risk Assessment

What are the technical & scientific uncertainties of the project in terms of ...

- Target & concept
- R&D infrastructure
- Compound properties
- Clinical indication & biomarkers
- Company experience
- Regulatory requirements

#### AFTERNOON SESSION: R&D RISK ASSESSMENT II

Discussion/presentation of R&D Risk Assessment for Case Study project

Discussion of stakeholder perspectives

Summary of session results

### MORNING SESSION: INNOVATIVENESS SCREENING

In-depth introduction to Innovativeness Screening method

#### Case Study

Preparation of Innovativeness Screening

- Novelty
- Relative Usefulness
- Theoretical Market Potential
- Exploitability by Company

Discussion/presentation of Innovativeness Screening for Case Study project

Discussion of stakeholder perspectives

Summary of session results

### AFTERNOON SESSION: PROJECT SYNTHESIS

In-depth introduction of decision-making at the Project Level

#### Case Study

Discussion of results of modules

Synthesis of key results

- Strategic options forward
- Risk mitigation planning
- Milestones & key no-gos
- Value enhancing actions

What are possible options for the project forward?

Summary of session results

### Who are the trainers?

- The Catenion Academy use partners and senior consultants from their sister consulting company Catenion as trainers
- Each trainer has gained significant experience as a consultant in the pharmaceutical industry over several years on all aspects of R&D with particular focus on Portfolio Management and Project Evaluation

### Who should attend?

- The course is aimed at new OR established project teams between five and nine strong and at project leaders in pharmaceutical R&D
- No previous knowledge of the project evaluation methods is assumed
- The course is designed to give an overview of the methods and includes a pharmaceutical R&D project Case Study to which all relevant methods and tools are applied by the participants
- It will be of particular benefit to professionals working on R&D Projects in Research

### Tailored Training Solutions

- All of The Catenion Academy's training courses can be customised to meet the exact requirements and delivered by our experienced trainers on-site
  - Save valuable time and expenditure
  - Address your professionals' specific needs with a tailored training approach
  - Find solutions to real problems by incorporating your own case studies as examples
  - Increase communication and performance by training your team in a group

### CATENION ACADEMY CERTIFICATION

Upon successful completion of the course and the Case Study, each participant will receive a Certificate issued by The Catenion Academy

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## Three good reasons why Project Teams should attend

- > Team members will learn how to balance the technical and scientific project reality with patients needs, competitive dynamics and project economics
- > Team members will gain hands on experience in the effective use of real-life processes, methods and tools for future use for project decision-making
- > Team members will learn how to derive viable options forward for a project, drawing on all pieces of information gathered using the different methods of analysis

## Fees

€ 2,250 plus VAT/participant

## Course fee includes

Print materials and CD containing

- Presentations and templates used
- Excel models for R&D Risk Assessment and Innovativeness Screening
- Case Study information

## How to register

Please contact us via one of the following options below or fax the registration form



## Catenion

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## Venue/reservations

Course will be held at the premises of The Catenion Academy.

Delegates are responsible for the arrangement and payment of their own travel and accommodation.

## Registration form

Title..... Name .....

First Name .....

Position .....

Company .....

Department .....

Phone: ..... Fax: .....

Mobile:.....

Email: .....

Address:.....

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