

Strategy

Overview & Vision

Insights

Medical Strategic Plan

> Launch Excellence

Operational Excellence

Value & Impact Scientific & Technical Knowledge

Drug Development Fundamentals

Target Product Profile Creation & Usage

Regulatory, Safety & Quality Fundamentals

> Clinical Trial Designs

Statistics & Epidemiology

Critical Evaluation of Literature Business Knowledge

Healthcare Systems & Trends

Global Payer & Reimbursement Models

> Corporate Strategies & Alliances

Finance for Non-Finance Professionals

Business Intelligence & Analytics

Marketing & Sales Fundamentals Evidence Generation

Integrated Evidence Plan

Data Gap Identification

RWE & HEOR

Non-Company Sponsored Research

Innovative Evidence Generation

Health Equity

Customer Engagement & Scientific Communication

Integrated Scientific Comms Plan & Pubs

Medical Education of External Stakeholders

Medical Information

External Scientific Engagement

> Patient Centricity

Digital Trends & Opportunities

Leadership & Management

Leadership Models

Working in Matrix Teams

Talent Development

Communication Skills

Change Management

Leading in Crisis

Medical
Governance &
Compliance

Governance, Compliance, Codes and Risk Fundamentals

> Scientific Exchange

Medical/ Commercial Interface

Priva cy

Patient Interactions

Payments & Transfer of Value