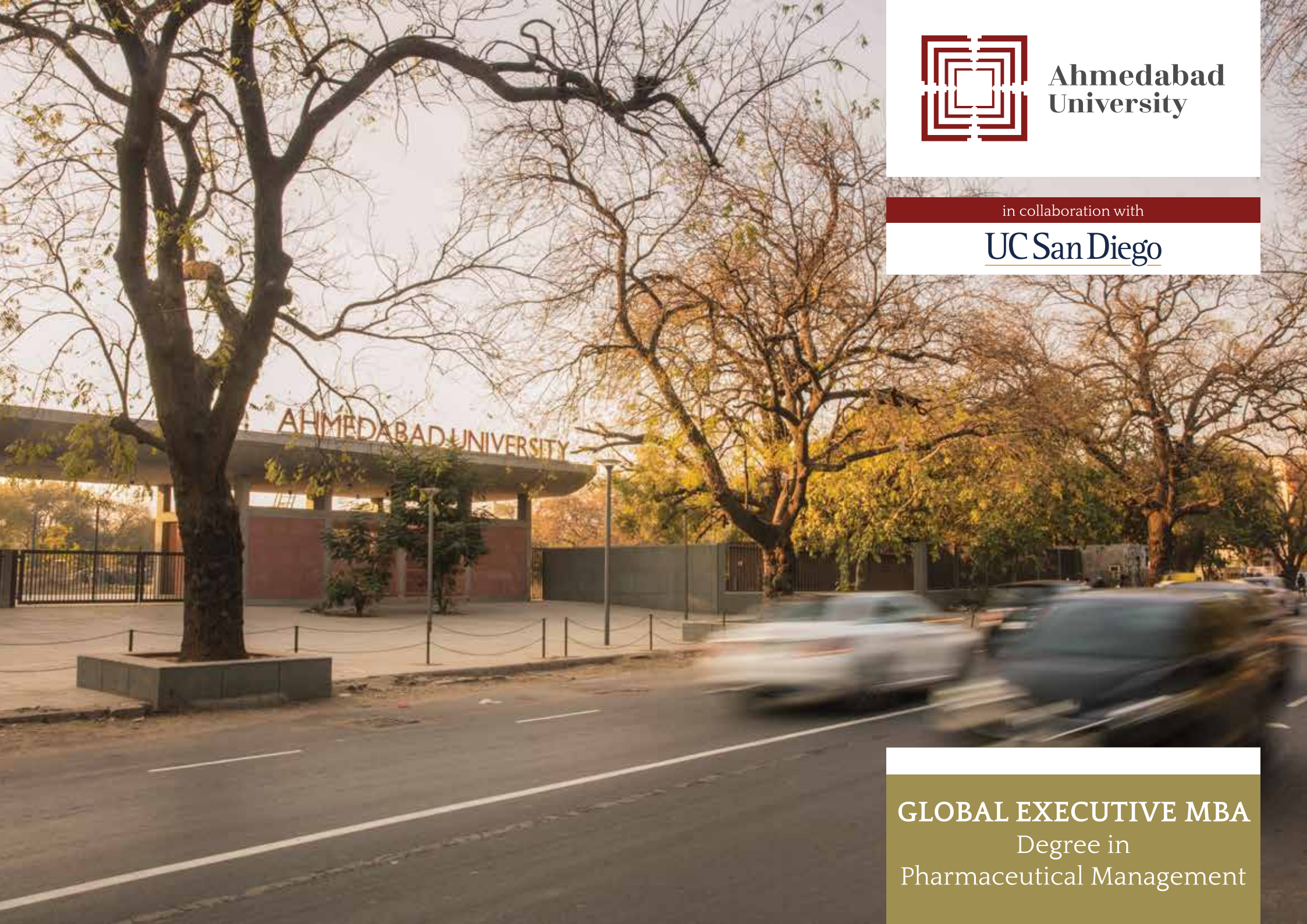


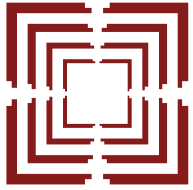
Ahmedabad
University

in collaboration with

UC San Diego



GLOBAL EXECUTIVE MBA
Degree in
Pharmaceutical Management



**Ahmedabad
University**

Ahmedabad University is a private, non-profit research university that offers students a liberal education focused on interdisciplinary learning and research thinking. We mould independent thinkers and compassionate leaders who go on to engage innovatively with the complex challenges of our societies. As a research university, we are committed to the discovery of new ideas, and to the belief that good theory results in good practice. Our academic environment offers students, researchers, and faculty the opportunity to participate in a unique learning process, mediated by fieldwork and projects that enable deep creative insight, rigorous analytical experimentation, and fulfilling careers. Ahmedabad University was established in 2009 by the Ahmedabad Education Society to offer a world-class academic experience in one of India's most vibrant cities. With a centrally located campus and internationally renowned faculty, it offers one of the most stimulating academic environments in the country. Ahmedabad University offers undergraduate, graduate and doctoral studies in areas such as engineering, humanities, management, natural sciences, and social sciences.



Global Executive MBA

Degree in Pharmaceutical Management

Digital Transformation will drive the Future of the Pharmaceutical Industry

Pharmaceutical, Health and Lifesciences companies are adopting digital transformation, thereby harnessing the power of Data Science, Analytics, Artificial Intelligence, and Machine Learning in their business models. Recent trends indicate that companies have now started collaborating in the value chain, to drive efficiencies and sustain growth which is achieved by integrating a digital ecosystem that is cohesive and connected. This is driving new areas of strength within the pharmaceutical industry. The future of the pharmaceutical industry is expected to be driven by digital transformation that is enabled by interoperable data and open, secure platforms, with the objective to move towards personalised drugs and treatment. The Global Executive MBA in Pharmaceutical Management is designed to prepare senior professionals for this transformation in the industry



Sudhir Mehta
Chairman
Torrent Group

"The present generation of employees are challenged to find solutions to industrial and social problems. These problems require multidisciplinary knowledge, system thinking and an understanding of social issues. An example of immediate market demand is for programs specific to the pharmaceutical industry, such as compliance with US Food and Drug Administration regulations and "current good manufacturing practices". The Global Executive MBA programme for pharmaceutical professional support innovation and good practices, improve businesses' use of the workforce and their ability to apply technology."



Kiran Mazumdar Shaw
Chairperson
and Managing Director
Biocon Limited

"Health Economics is a very complex area and there has to be a strong focus in various ways especially through structured interventions and programmes that will cover various modules on processes, quality, digital transformation and so on. When we talk about quality in the pharmaceutical industry, it is usually the process of making the drug and not the end product which is the drug itself. Drug delivery is becoming an important technology and hence one has to stay ahead of its competition through perpetual innovation. I also believe in Data Analytics and Data Sciences which is going to play a vital role in the digital transformation of the global pharmaceutical industry."



Pankaj Patel
Chairman
Zydus Lifesciences Limited

"There is an immediate need for effective intervention to understand employer needs, variable sector specific skills, training requirements that improve business performance, and articulation of business expectations for industry growth. Given its mandate, the Executive Education programme endeavours to bring together higher education institutions and employers to evolve modalities for collaboration with the aim to meet India's medium and long-term skills and business needs for the 21st century."

Programme Overview

Ahmedabad University, in collaboration with the University of California San Diego, offers a Global Executive MBA in Pharmaceutical Management for working professionals in the sector. This customised rigorous 2-year degree programme aims to empower management teams with leadership capabilities to enhance decision making and sharpen execution throughout the pharmaceutical value chain.

The unprecedented crisis that the world is facing today in the form of the pandemic is going to heighten the emphasis on health and wellbeing. This will, in turn, spur innovations to drive the size and growth of the pharmaceutical, life sciences, and healthcare industry with positive impact on the health of the global population. This value will flow to firms that have talent – especially at the management and leadership levels – ready to adopt the innovation into their businesses.

The programme combines gaining pharmaceutical sector-specific knowledge with learning best practices in management from across sectors. This gives the participants the best of both worlds – depth of pharmaceutical industry expertise and breadth of management thinking. The aim of the programme is to help participants make the leap from being good managers to great leaders. What often sets leaders apart from managers is perspective; the ability to see the big picture, to rise above the daily tasks to see what lies beyond the horizon. You will enter the programme as a manager, leave as a leader. Participants will learn not just how to manage tasks better in the next quarter, but in the next decade.

Pharmaceutical, Health and Lifesciences companies are adopting digital transformation, thereby harnessing the power of Data Science, Analytics, Artificial Intelligence, and Machine Learning in their business models. Companies have now started collaborating in the value chain, to drive efficiencies and sustain growth which is achieved through a connected digital ecosystem. The future of the pharmaceutical industry is expected to be driven by digital transformation that is enabled by interoperable data and open, secure platforms, with the objective to move towards personalised drugs and treatment.

The Global Executive MBA in Pharmaceutical Management is designed to prepare senior professionals for this transformation. It is designed to engage pharmaceutical and healthcare business owners and professionals in intense interactions with experienced colleagues and global faculty on key issues affecting the pharmaceutical and life sciences sector. The delivery method of the programme includes Masterclasses, Case Studies, Simulations, Collaborative Workshops, One-on-One Coaching, and the Capstone Project; aimed to enable participants to continually enhance their professional performance while sharpening their domain and managerial perspectives.

The unique proposition of this programme is its depth of contextualisation in the domains of Biological and Life Sciences, Pharmaceutical Research and Development, Manufacturing, Operations, Sales and Marketing functions; all in the context of the regulatory landscape of the pharmaceutical industry. This domain expertise is encapsulated inside the wider leadership perspective. The programme is led by distinguished faculty from India and abroad, including the University of California San Diego, specialising in business leadership, management, digital and medical technology, biological and life sciences, and pharmaceutical sectors.

Key Benefits to the Participants and Organisations

- Dual qualification; an MBA Degree from Ahmedabad University and a Statement of Participation from University of California San Diego
- Learn about all the business functions and related decisions in managing a business in the pharmaceutical industry
- The modular design of the programme over 7 residencies enables participants to continue working while pursuing the programme
- Uniquely crafted to hone leadership talent while being deeply rooted in the domains relevant to the Pharmaceutical, Bio-Pharma, Health, and Life Sciences industries
- Understand regulatory landscape including Quality Control, the US Food and Drug Administration (FDA) and the European Medicines Agency (EMA), deeply
- The programme faculty comprises of globally renowned senior faculty from world-class institutions, as well as global industry leaders, entrepreneurs and innovation champions
- Highlight, recognise and learn to solve real-time challenges faced by the organisation in a competitive business environment
- Imbibe leadership orientation and skills among professionals and build capabilities of leading teams across volatile and complex market challenges
- Train through industry knowledge sessions, practices and masterclasses, business research and strategic simulations to equip them to become more agile in navigating competitive and regulatory dynamics
- Develop capabilities to build and manage markets entry/exit strategies with robust product/brand portfolios
- Develop capabilities in Data Science and Analytics along with an introduction to Artificial Intelligence and Machine Learning
- Sharpen specific organisational initiatives and projects under the guidance of globally reputed faculty
- Build a culture for perpetual learning, development and coaching to help build and sustain professional growth, both for self and your teams
- Networking opportunity with industry leaders and peers
- Special discount for female candidates aspiring to become leaders for more challenging roles and responsibilities
- Access to Alumni benefits at Ahmedabad University

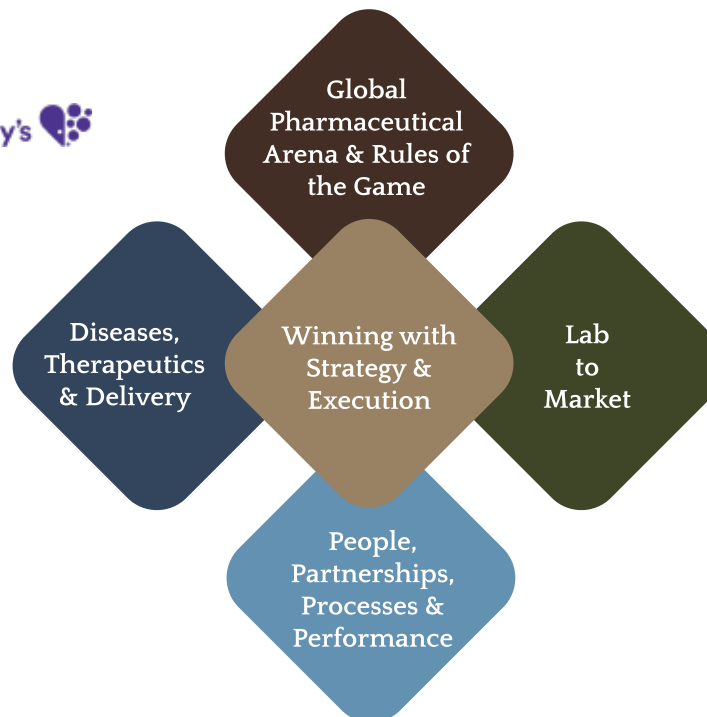
Who Must Attend?

The programme brings together business owners and mid-to-senior level professionals from across the Pharmaceutical value chain who seek to advance their leadership careers.

This programme is highly suitable for:

- Business owners, business promoters, senior leaders and senior professionals from the pharmaceutical industry
- Professionals from health and life sciences along with consultants associated with the pharmaceutical industry
- Professionals associated with biotechnology, bioinformatics, and health care industries
- Pharmacists and medical practitioners associated with the pharmaceutical industry
- Participants will ideally have 10-25 years of work experience

Our Partner Companies



Curriculum Outline

- Growth and Innovation in Global Pharmaceuticals Industry
- Innovation in Healthtech and Health Economics
- Global Drug Regulatory and Legal Environment
- Economics of Pharmaceuticals
- Managing Small Molecules, Biologics and Macromolecules Product Development
- Pharmacotherapy and Diseases
- Health Outcomes Evidence
- Business Ethics in Pharmaceuticals
- Clinical Research and Trials
- Pre-Clinical and Clinical Regulatory Submissions and Strategy
- Principles of Cost-Effective Analysis in Drug Development and Markets
- Product Management and Marketing
- Managed Markets and Supply Chains – Post Marketing Drug Utilisation Management
- Global Intellectual Property Rights: Patent Strategy and Freedom to Operate
- Partnership Models in Pharmaceutical Sector
- Lean Operations and Continuous Manufacturing
- Project Management
- Organisational Behaviour and Human Resource Management
- Leveraged and Inorganic Growth: Mergers and Acquisitions
- Financial Management
- Data Science and Statistics
- Leadership Forum: Building Agility and Adaptive Capacity
- Analytics and Digital Transformation in the Pharmaceutical industry
- Global Reimbursement and Value Capture Strategies
- Strategy and R&D Portfolio Management
- Leadership Forum: Building Decision Making Capabilities and Performance Orientation
- Risk Management and Business Development
- Business Communication

28 CUTTING-EDGE COURSE MODULES

INCISIVE MASTER CLASSES

INDUSTRY CAPSTONE PROJECT

Programme Schedule

Duration

2 years

Course Modules

28

Number of in-person residencies (R) : 4*

Number of online residencies (R) : 3

Residency Schedule

R1 February 2024

R5 February/March 2025

R2 May/June 2024

R6 May/June 2025

R3 September 2024

R7 September 2025

R4 November/December 2024

Four in-person residencies in Ahmedabad. Three online residencies with 3 – 4 hours sessions per day for optimum learning.

The modular design of the programme over 4 in-person residencies and 3 online residencies enables participants to continue working while pursuing the programme. The inter-residency periods conducted over digital medium has sessions that focus on assessments, tutorials, one-on-one coaching and mentoring, discussion forums and master classes. *Tentative schedule only, and may change based on varied factors.

For information on fee structure please refer to www.ahduni.edu.in/executiveeducation

Successful participants of the programme will be awarded an MBA Degree by Ahmedabad University along with a Statement of Participation from University of California San Diego.



**Ahmedabad
University**

The Amrut Mody School of Management at Ahmedabad University offers a range of Management programmes, from Undergraduate to Doctoral degree as well as short term certificate programmes for practitioners. The School works closely with the industry to provide a balance between rigorous practice and strong conceptual education. It aligns with the University's vision with emphasis on interdisciplinary instruction. The School has adopted experiential learning pedagogies and introduced courses that use the Project Based Learning method.



Pankaj Chandra
Vice Chancellor
Ahmedabad University

"Ahmedabad University aspires to offer global exposure through collaborations with leading and top-ranking international universities. Our partners, some of the most well respected and innovative in their fields of specialisation, are assisting us in developing distinctive strengths withing our local context to meet the challenges of a globalising India. We at Ahmedabad University are delighted to partner with University of California San Diego's phenomenal intellectual depth in promoting high quality educatio and interdisciplinary research."



UC San Diego

The Rady School of Management at the University of California San Diego is a professional school within one of the top-ranked institutions in the US for higher education and research. Established in 2003, the Rady School of Management develops ethical and entrepreneurial leaders who make a positive impact in the world through innovation, collaboration and knowledge.

UC San Diego is recognised as one of the top universities in the world and is fortunate to yield a culturally diverse, international student body. The Rady School embraces cultural inclusion as essential to the fabric of the school. Diversity is fundamental to creativity, to innovation, to insight and especially to understanding, all of which contribute to the mosaic that makes Rady School so extraordinary.





EXECUTIVE EDUCATION

at Ahmedabad University

Executive Education at Ahmedabad University helps professionals and organisations to adapt themselves to the demands of the digital-age workplace and the lifestyle of the digital-age professional. The workplace has changed; as technology continues to rapidly transform industries and jobs, staying relevant and competitive, requires continuously building completely new skill sets aligned to the digital world. The Executive Education Centre offers degree and post-graduate certificate programmes to working professionals and which are designed to advance participants' leadership skills and competencies. These learning interventions help professionals to upgrade and progress in their careers while impacting the performance of their organisations they work for. Our programmes help develop the leaders for tomorrow who are equipped with deep domain knowledge coupled with independent and creative decision-making skills, often with a global perspective.

The learning experience from Executive Education at Ahmedabad University is built on active and engaged learning methodologies, such as knowledge sessions, practices and master class, case studies and business research, strategic simulations, behavioural labs, Socratic methods, live projects and so on. At Ahmedabad University, participants get the advantage to interact with stellar faculty of global repute which is possible in both group settings as well as in one-on-one mentorship contexts. Furthermore, peer interactions and networking are often curated to elevate participants to their next level of development and perspectives. The insights and frameworks that the participants take away, often significantly impact the performance of the organisations they work for and drive growth.

Our customised corporate education programmes emphasise on a blend of business and university along with necessary outcomes-based interventions which help organisations cater to real-world challenges faced by them. Our approach to combine academic rigour and research brings together experienced business professionals and veteran academic experts from across global institutions that provides strategic solutions to organisation leaders for them to lead their organisation forward. We are adept and agile in constructing measurable solutions for organisations across business verticals such as leadership, finance, strategy, marketing, sales, operations, manufacturing, human resources, research, quality and so on.

Tangible Benefits of the Programme for Organisations

The programme enables the participants to look at the big picture and develop a leadership perspective. They are able to seek synergies in strategy and execution, across functions. The participants are able to translate strategy into action, apply their learnings to their workplace. The capstone project is a way to put their learning to real use in their organisations. These are some examples of participants adding value to their organisations, as a result of learnings from the programme:

- Some participants were able to design a strong product pipeline, and develop a roadmap for the company to go beyond generics into biologics.
- A participant developed a predictive model for the seasonal changes in the prices of generic APIs, and identify the right time to buy, hold, or sell products, to maximise margins.
- Another participant applied the concepts learnt in the programme to publish an article proposing a framework for the financial evaluation of biosimilar development candidates.
- A participant used his learnings to prepare a business plan for diversifying beyond their traditional business, and launching a new nutraceutical division for his company.

Alumni Benefits

The Alumni membership at the Ahmedabad University is offered to a select few Executive Education programmes while the alumni members will be the University's torchbearers across different industries and sectors, evincing independent thinking and compassionate leadership. Ahmedabad University Alumni continue to have an enduring engagement with their alma mater that inspires to further ideate, implement and set examples of triumph over challenges in personal and professional endeavours.

Our alumni are a healthy mix of a younger generation of educated workforce and entrepreneurs along with seasoned, professional leaders from various industries and sectors that bring credible life experiences. We believe in ethical and environmental consciousness along with social responsibility and expect our alumni to enable success with an impact to not only businesses but also to the global community at large.

Ahmedabad University extends a range of benefits to its alumnus. **For further information please write to us at execed@ahduni.edu.in**



Mr Swanand Palasule
Senior Director
Programme Management
Biocon Limited
GEMBA PM (Class of 2021)

One of the biggest advantages of this programme is the opportunity to interact with experienced Indian and international faculty. This programme helps in understanding concepts such as analytics, business strategy and fundamentals of management which allows the participants to gain insights into relevant industry knowledge in this digital age. I would highly recommend this programme to all professionals working across domains such as manufacturing, marketing, and R&D within the pharma industry. While broadening the knowledge base, this programme will also enable one to take the learning back to your careers.

This programme gave me a holistic perspective on strategic pharmaceutical management practices. We got exposure to cross-functional domains such as economics, operations, finance, that is taught by globally reputed faculty from UCSD, Ahmedabad University, the IIMs and so on. This programme also allows members of the cohort to share best practises and industry experiences. I highly recommend this programme to all senior professionals who want to take the next step in their careers and add more value to their organisations.



Mr Umeshkumar Gupta
Vice President
Manufacturing Operations
Granules India
GEMBA PM (Class of 2020)

Globally Acclaimed Faculty and Senior Industry Professionals



Sorabh Bajaj
Adjunct Faculty
Ahmedabad University
PhD
FIIB, New Delhi



Arindam Banerjee
Professor
IIM Ahmedabad
PhD
University of Buffalo



Sourav Borah
Assistant Professor
IIM Ahmedabad
PhD
IIM Bengaluru



Rupa Chanda
Professor
IIM Bengaluru
PhD
Columbia University



Pankaj Chandra
Vice Chancellor
Ahmedabad University
PhD
The Wharton School
University of Pennsylvania



Mukund Dixit
Professor (Retired)
IIM Ahmedabad
PhD
IIT Kanpur



Rakesh Godhwani
Chairman
School of Meaningful
Experiences
PhD
Cardiff Metropolitan
University



Anjum Gupta
CEO
PrecisePK
PhD
Naval Postgraduate School,
CA



Vish Krishnan
Jacobs Family Chair &
Faculty Director of CIID
Rady School of Management,
University of California
San Diego
PhD
Massachusetts Institute of
Technology



Kiran Marthak
Director
Clinical Development
Lambda Therapeutic Research
MD
The Grant Govt. College



Piyush Mehta
Professor
IIM Calcutta
PhD
IIM Ahmedabad



AVK Mohan
Management Consultant
Leadership Advisory &
Organisational Development
MA
TISS, Mumbai



Parag Patel
Senior Associate Dean
Amruty Mody School
of Management
Ahmedabad University
PhD
Gujarat University



Michael Pollock
VP – Global Market Access
Akcea Therapeutics
HND
University of Ulster



Kausalya Santhanam
Founder & CEO
Scivistai IP & Communication
PhD
PGIMER, CHandigarh



Dipyaman Sanyal
Founder & CEO
Dono Consulting
MS
The University of Texas
at Dallas



Devanath Tirupati
Executive Provost
Ahmedabad University
PhD
Massachusetts Institute of
Technology



Kumar Veetrage
Co-founder and Head
Engineering & Product
enParadigm Performance
Solutions
MBA
Virginia Tech



Sundar Venkatesh
Advisor to Executive Director
Asian Institute of Technology
PhD
IIM Ahmedabad



John York
Principal & CEO
Akita Biomedical
PharmaD
University of Michigan

Leadership Insights



Sudarshan Jain
Former Managing Director
Abbott Healthcare
Senior Advisor
APAX Partners
Visiting Faculty
IIM Ahmedabad
PGDM
IIM Ahmedabad



Mohamedi Kagalwala
Co-Founder and Chief
Scientific Officer
Siragen Pharmaceuticals
PhD
Southern Illinois
University



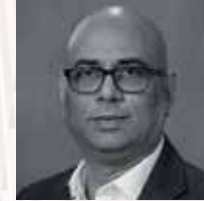
Prakash Mody
Chairman and MD
Unichem Laboratories
PhD
University of Mumbai



Milan Paleja
Former MD and Vice
Chairman
Novartis India Limited
Founder and MD
Wellesta Holdings
AICWA
Institute of Cost and Works
Accountants of India



Amish Vyas
Managing Director
Baxter India
MBA
Gujarat University



Ajay Bhatt
President - Global Human
Resources
Intas Pharmaceuticals
Master of Social Work
MSU Baroda



Chella Pandian Pitchai
Global Head & AVP
Talent, Culture, L&D, LDP
and DEI
Biocon Biologics
MBA
Bharathiar University
EGMP
IIM Bengaluru



Swami Subramaniam
CEO
Ignite Life Science Foundation
PhD
University of Pennsylvania

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Arvind Limited
Chairman



Pankaj Chandra
Vice Chancellor
Ahmedabad University
Member



Naushad Forbes
Co-Chairman
Forbes Marshall
Member



Mukesh Kumar
Principal Secretary,
Higher and
Technical Education
Member



Punit Lalbhai
Executive Director
Arvind Limited
Member



Sudhir Mehta
Chairman Emeritus
Torrent Group
Member



Naishadh Parikh
Chairman and MD
Equinox Solutions Limited
Member



Pankaj Patel
Chairman
Zyodus Lifesciences Limited
Member



Saurabh Soparkar
Senior Advocate
Gujarat High Court
Member



Devanath Tirupati
Executive Provost
Ahmedabad University
Member



Bhupendra Shah
Registrar
Ahmedabad University
Member Secretary



**Ahmedabad
University**

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