

TUFTS CSDD PRESENTS

July 12-13, 2011
DoubleTree by Hilton Hotel
Boston, MA



LEADERSHIP FOR DRUG DEVELOPMENT TEAMS

**A LEADERSHIP DEVELOPMENT OPPORTUNITY
WITH DEMONSTRATED RESULTS**

- *Create motivated, accountable teams*
 - *Achieve project goals and milestones*
 - *Build collaboration across organizations*
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Tufts Center for the
Study of Drug Development



TUFTS UNIVERSITY

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LEADERSHIP FOR DRUG DEVELOPMENT TEAMS

Why you should take this course:

Tufts CSDD's *Leadership for Drug Development Teams* uses real cases from front-line R&D leaders to build practical skills for leading multi-disciplinary teams to collaborate effectively. With class size limited to 35, and a hands-on, interactive format, this course draws consistent praise:

“The tools I learned from your course have helped us make breakthroughs in team performance. We’re able to move meetings to productive, efficient conclusions and reach consensus. It’s very satisfying to come to logical, team-driven solutions.”

— James Lillie, Ph.D., Vice President, In Vitro Biology, Genzyme Corporation

“A great set of tools to use to gain more productive interactions in meetings and general encounters. A good investment of time that I think will benefit me throughout my career (and personal life)!”

— Rachael Alford, Ph.D., Senior Scientist, Alexion Pharmaceuticals

A leadership development opportunity with demonstrated results:

- Motivated teams
- Cross-functional collaboration
- Career growth

Proven leadership tools sharpened in use by over 300 bio/pharma teams

Now in its 10th year, our curriculum draws on the real experiences of front-line professionals across the spectrum of R&D — from drug discovery and pre-clinical research to clinical development, regulatory affairs, CMC, and marketing.

A leadership development opportunity with demonstrated results:

- *Team dynamics* – diagnosing barriers to progress.
- *Alignment* – moving from unilateral to mutual action.
- *Cross-functionality* – managing clashing perspectives.
- *Facilitation* – creating productive conversations.
- *Knowledge creation* – expanding your team’s ability to learn.
- *Collaboration* – bridging organizational boundaries.
- *Accountability* – building commitments when you have no authority.

AGENDA

TUESDAY, JULY 12, 2011

Registration and Continental Breakfast begin at 7:30 a.m.

Program begins at 8:30 a.m.

Introduction

Foundations of Cross-Functional Leadership

- *Interactive presentation:* Understand the conversational building blocks of effective cross-functional leadership.

A New Leadership Model for Pharmaceutical Teams

- *Case presentation and discussion:* Redefine your responsibility as a leader from managing action to building knowledge for decisions.

Create More Productive Conversations

- *Skill practice using actual cross-functional vignettes:* Recognize clashing perspectives and move difficult conversations forward.

Lunch

Establish Decision-Making Rights

- *Interactive case workshop:* Enable your team to resolve uncertainty over who has authority for critical project decisions.

Bridge Boundaries in Cross-Functional Teams

- *Hands-on application of new tools to more complex challenges:* Improve team performance by working through differences in culture, organizational structure, and conversational routines.

The Current Environment of Pharmaceutical Innovation

- *Presentation and Q&A:* Understand the importance of leadership skill in meeting the industry's productivity challenge.

Networking Reception concludes at 7:30 p.m.

WEDNESDAY, JULY 13, 2011

Continental Breakfast begins at 8:00 a.m.

Program begins at 8:30 a.m.

Organizational Cycles

- *Case exercise:* Address the root causes of departmental silos.

Put Leadership Skills into Action

- *Practice using new tools in real-time settings:* Lead productive conversations in cross-functional teams about critical issues of substance.

Lunch

Improve Performance — Case Teams

- *Intensive casework in small teams:* Practice more effective leadership for real team problems.

Action Planning

- *Map out ongoing skill development:* Commit to building the leadership practices that will be most powerful for you.

Course Adjourns at 5:00 p.m.

To register or for more information, visit http://csdd.tufts.edu/courses/leadership_course



REGISTRATION INFORMATION

Leadership for Drug Development Teams

July 12-13, 2011 / DoubleTree by Hilton / Boston, MA

Tuition

Registration: \$2,865 USD

Tufts CSDD Sponsor Registration: \$2,685 USD

Academic/Non-Profit/Government Rate: \$2,575 USD

For groups of three or more, please call for group rate.

Registration

Registration for the course will be taking place online at http://csdd.tufts.edu/courses/leadership_course. Contact 617-636-2170 with any questions or if you require any assistance.



Course Location and Accommodations

Lectures and workshops for this course will be held onsite at the DoubleTree by Hilton Hotel Boston - Downtown, 821 Washington Street, Boston, MA 02111. A block of rooms at the DoubleTree by Hilton has been reserved for our Leadership course participants *at a preferred rate of \$159 USD/night*. **These rooms will be available at this rate until June 12.** To book, contact the DoubleTree by Hilton at 617-956-7900 and mention the Tufts CSDD Leadership course to obtain the preferred room rate, or visit our registration website for online reservations and directions to the site.

Cancellation Policy

Full tuition will be refunded (minus a non-refundable \$250 USD registration fee) for cancellations received before June 16. Fifty percent of the tuition (minus the \$250 USD registration fee) will be refunded for cancellations received June 17 – July 1. Substitutions may be made through July 7. Please note that if the course is postponed due to events beyond the control of Tufts CSDD, tuition will be applied to the rescheduled event. Tufts CSDD reserves the right to alter the venue if necessary and is not responsible for any airfare, hotel, or other costs incurred by registrants if the course is canceled or postponed.

Tufts Center for the Study of Drug Development

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For more information:

Web: <http://csdd.tufts.edu>

Tel: 617-636-2170

Email: csdd@tufts.edu

New for 2011: Optional Coaching Companion Program

Based on tremendous response to our 2010 pilot, we now offer a companion leadership-coaching program to follow up the course. Enrollees in the optional coaching will receive 7 individual, confidential teleconference learning sessions. This unique add-on won't take time away from work: rather, you will prepare for real meetings, presentations, and decisions with an experienced coach (lead instructor Merle Kummer).

A \$1,750 value, offered at a discounted cost of **\$975 USD** for registered participants of *Leadership for Drug Development Teams 2011*. To register for this exciting add-on program, e-mail Jonathan Hsieh directly at jonathan.hsieh@tufts.edu for sign-up details.



About the Tufts Center for the Study of Drug Development

The Tufts Center for the Study of Drug Development at Tufts University provides strategic information to help drug developers, regulators, and policy makers improve the quality and efficiency of pharmaceutical development, review, and utilization. Tufts CSDD conducts a wide range of in-depth analyses on pharmaceutical issues and hosts symposia, workshops, and public forums.

For more information about *Leadership for Drug Development Teams* and other programs conducted by Tufts CSDD, visit our website or contact us:

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