MCE

READY-TO-RUN IN-COMPANY



# Leading High-Impact Partnerships and Alliances in Pharma & Biotech

PHARMA & BIOTECH

READY-TO-RUN

# What is a **Ready-to-Run** programme?



MCE's Ready-to-Run programmes are standard MCE programmes delivered to one organization at a time. There are no public sessions or individual registrations.

01

### Standard content

The programme is delivered as designed: the same six modules for every group.

02

### Your team only

Only participants from your organization are in the room.

03

### You choose the logistics

Dates, group and format: on your site, at a venue or online.

## How does Ready-to-Run compare with other MCE formats?

| | Open programme | Ready-to-Run | Custom programme |
|---|---|---|---|
| **WHO ATTENDS** | Individuals from different organizations | Your team only | Your team only |
| **CONTENT** | Standard | Standard | Designed for you |
| **DATES & LOCATION** | Scheduled public sessions | You choose | You choose |
| **A GOOD FIT WHEN** | You are developing one or a few people | You have more than three people to train | You need content designed for your organization |

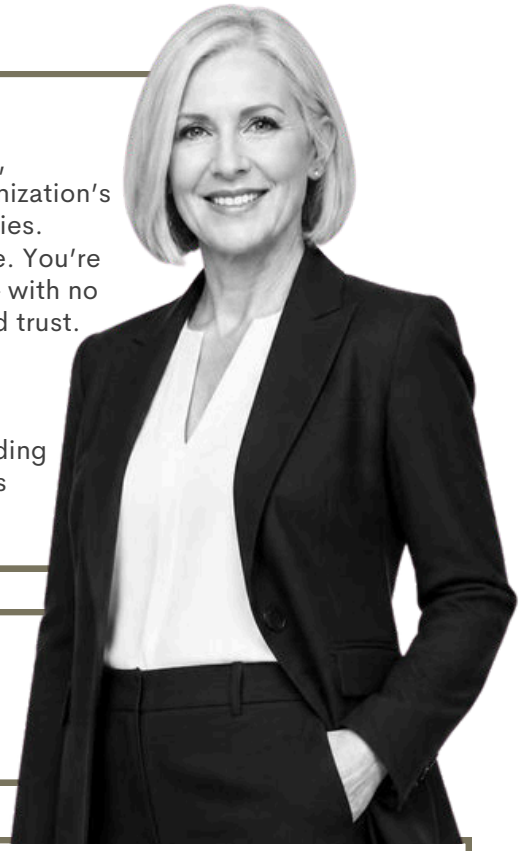
## More than three people to train?

If you plan to send several people to an open programme, a Ready-to-Run programme for your team is a practical option to compare.

Request a quote >

# Leading High-Impact Partnerships and Alliances in Pharma & Biotech

## Lead the partnerships and alliances that pharma innovation now depends on.



### Why This Programme Matters to You

Innovation no longer happens inside your own walls. The breakthroughs increasingly come through partnerships — with biotech, technology firms, academic groups, health systems, and sometimes competitors. Your organization's growth now depends on how well it collaborates beyond its own boundaries. But leading across organizations is a different skill from leading inside one. You're aligning partners who have their own priorities, cultures and incentives — with no authority over them and a great deal at stake in shared IP, governance and trust. Get it right and you accelerate; get it wrong and alliances stall or sour.

This programme builds how your leaders and teams create value through ecosystems: forming the right partnerships, governing them well, and leading collaboration across boundaries where influence, not control, is what gets results.

### Competences

- Ecosystem strategy
- Strategic alliances
- Collaborative leadership
- Partnership governance
- Cross-sector innovation

### Who Is It For

You lead partnerships, alliances, business development, or a function that increasingly depends on external collaboration to deliver. You want to build partnerships that genuinely create value and last.

**Experienced Managers**

**Senior Managers & Directors**

### Learn, Practise and Use

- **Build** an ecosystem strategy and choose the right partnership models.
- **Map** and engage the stakeholders across a complex external network.
- **Lead** collaboratively where you have influence, not authority.
- **Set** up governance and decision-making that keep alliances working.
- **Drive** cross-sector innovation through partnerships.
- **Build** trust and influence across organizational boundaries.
- **Manage** strategic alliances through their whole lifecycle.
- **Leave** with a plan to strengthen a real partnership or ecosystem.

### PRACTICAL INFORMATION

DURATION
**2 days**

### BUSINESS IMPACT

Improves collaboration effectiveness, accelerates innovation partnerships, and enhances the organization's ability to leverage external capabilities for growth.

**Click here** for dates, locations and full programme outline

# Programme Modules

1

## Why Ecosystems Now Drive Pharma Innovation

More and more innovation now comes from outside your own labs: biotech companies, technology firms, universities and health systems. You look at this shift and what it changes about how your teams need to work.

2

## Choosing the Right Partnerships and Models

Not every partnership is worth doing, and the structure matters as much as the partner. You work on choosing the right partners and partnership models, and on making sure each one is linked to where real value is created.

3

## Mapping and Engaging the Stakeholder Network

Partnerships involve many stakeholders, each with their own priorities and idea of value. You practise mapping and engaging this network, from partners and clinicians to regulators and payers.

4

## Leading Collaboration Without Control

In a partnership, you have no authority over the people you depend on. You build the trust, credibility and influence that make partners want to work with you, especially when interests start to differ.

5

## Governing Alliances That Last

Many alliances fail not at the start but in the middle, when priorities change. You work on governance and decision-making that keep alliances healthy through their whole lifecycle, and on resolving tensions early.

6

## Your Ecosystem Leadership Plan

You apply what you have learned to a real partnership or ecosystem. You leave with a clear plan: the partnership model, the key stakeholders and the governance to make it work.



# Learn

the key business skills and knowledge you need for your management role today and tomorrow



# Practice

the skills you learn and get feedback, recommendations and coaching



# Use

what you learn and practise as soon as you get back to your office

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