

UNIVERSITY COLLEGE LONDON

University of London

EXAMINATION FOR INTERNAL STUDENTS

For the following qualifications :-

B.Sc.

Biochemical Eng E127: Evaluation and Planning of Business Opportunities in Bioprocessing and Life Sciences

COURSE CODE : **BENGE127**

UNIT VALUE : **0.50**

DATE : **10-MAY-02**

TIME : **10.00**

TIME ALLOWED : **3 hours**

02-C0102-3-40

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TURN OVER

Answer five out of seven questions

ALL questions carry a total of 20 MARKS each, distributed as shown []

1. Give an overview of the clinical trials regulations specific to Biotechnology sector. [20]

2. Describe what sources of finance are potentially available for a biotechnology company at different stages of business development from early start-up to when the company is close to Initial Public Offering. [20]

3. Describe the key issues for developing a successful marketing strategy in the life sciences market and use an appropriate example to illustrate your points. [20]

4. Answer all parts:
 - a) What are the requirements of a patentable invention? Illustrate your answer by using an example in the life sciences sector. [10]
 - b) What are the grounds for revocation of a patent? Illustrate your answer by using an example in the biotechnology sector. [10]

5. What key issues should be considered when undertaking the preliminary technical and commercial evaluation of an idea in the biopharmaceutical sector? [20]

6. Describe the benefits and drawbacks of outsourcing in the life sciences industries using manufacturing as an example. [20]

7. Describe factors which make a good business plan for a start-up company with a new therapeutic product in mind. [20]

END OF PAPER