



Advanced Master Programme in Life Sciences & Health Management (APiL)



IT ALL STARTS HERE

BERLIN | LONDON | MADRID | PARIS | TURIN | WARSAW

An expertise specific to each institution

Students learn from two expert and well-known institutions, to be able to evolve in their chosen sector.

This alliance provides excellent courses taught by top professors from both institutions, allowing students to experience both ESCP and Institut Pasteur expertise.



135+
years of
history

10
Nobel
Prizes

Institut Pasteur is a well-known international **research and education institute** to advance science, medicine, and public health.



200+
years of
history

68,000+
Alumni all over
the world

Driven by European values, ESCP Business School **inspires and educates responsible managers** and better leaders for tomorrow, who will impact the world.

Objectives of the programme

The main objective of APiL is to provide participants with an **international, hybrid, professional, comprehensive and high-level programme on innovation management, business development and entrepreneurship in the fields of life sciences** as well as optimal conditions for creating or developing their own venture, being a project manager in a large company or joining a company as an intrapreneur.

Students will be part of a team, working on a concrete, operational project during the programme. In addition to projects carried out by some of the candidates, APiL will promote professional projects supported by companies among the biotech, medtech and bigtech healthcare ecosystems.

Who can join the programme?

PhD students, life scientists, physicians, biotech or IT engineers, pharmacists, executives in the Biotech, Medtech, BigTech sectors, future or current entrepreneurs with a passion for life sciences & healthcare.

The programme intends to:

- Assist in the initial thought process to transition from scientific research mindset to entrepreneurship.
- Provide support with course material, interactive discussion with experienced entrepreneurs, and role-play/project-based situational awareness for creating startups or working in scientifically-led companies.
- Understand the basics in business management, especially in life science and health industry.

Why join the Programme?

APiL is meant to provide fundamental knowledge in management and business to guide the creation and development of startups, project management or intrapreneurship in Life Sciences & Health.

It aims to teach operational, managerial knowledge for the creation and development of innovation-driven ventures in the fields of Biotech, MedTech and BigTech in Healthcare.



Key Facts



2 renowned institutions



2 campuses in Paris



A 15-month programme



Online courses +4 weeks on campus

Innovation at the core of the programme

A 15 MONTHS PROGRAMME TO LAUNCH YOUR PROJECT

This part-time teaching programme starts in **mid September** and ends up by **mid December** of the following year. Students follow **business courses, capsules, modules** on entrepreneurship and start-up creation in life sciences and healthcare, workshops, companies visits, and other seminars. These courses are followed by a 3-month period to achieve a **professional thesis OR a business plan**, which will be presented to the jury, the latest by mid-December.

The programme includes presentations of internal and external projects and business opportunities, as well as teamwork.



6 BUSINESS MODULES

Students take six online asynchronous ESCP modules on business essentials, and will be equipped with the skills needed for strategic areas of a company trading in international markets.

These modules represent 18 ECTS credits.

3 modules from September to November:

- Strategy
- Marketing in globalised world
- Financial statement analysis

2 modules from January to March:

- Operations management
- Financial management

1 module from April to June:

- Big Data & Business Analytics



20 ONLINE VIDEO CAPSULES

Between November and June, students have the opportunity to follow capsules created by renowned experts associated with specific lessons (when required). **Each of these capsules is associated with a meet-up online session.**

These capsules represent 12 ECTS credits, and are linked to the development of a business throughout the curriculum.

Find below some examples:

- What is special about creating a startup in life sciences?
- Market trends and emerging opportunities in life sciences
- Clinical trials and development
- Market study, competition, barriers to entry
- Five-year financial business plan
- The importance of sale skills and negotiations
- Finalise your strategic positioning from start to exit
- Managing a startup



To go further...

4 weeks of on-campus sessions

On top of the online video capsules, students get the opportunity to follow sessions directly on ESCP and Institut Pasteur campuses.

These sessions are dedicated to workshops, company visits, meetings with high-flyer entrepreneurs, top managers, VCs & investors, think tanks & incubators, healthcare data specialists, and **represent 20 ECTS credits**.

SESSION 1

(January 9-13, 2023) – ESCP Campus:

The challenge of launching start-ups in the life science universe

SESSION 2

(March 27-31, 2023) – ESCP Campus:

What it takes to make a successful product innovation in Life sciences & health industry

SESSION 3

(April 3-7, 2023) – Institut Pasteur Campus:

Understand your market and how to reach it

SESSION 4

(June 19-23, 2023) – Institut Pasteur Campus:

Launch your Startup

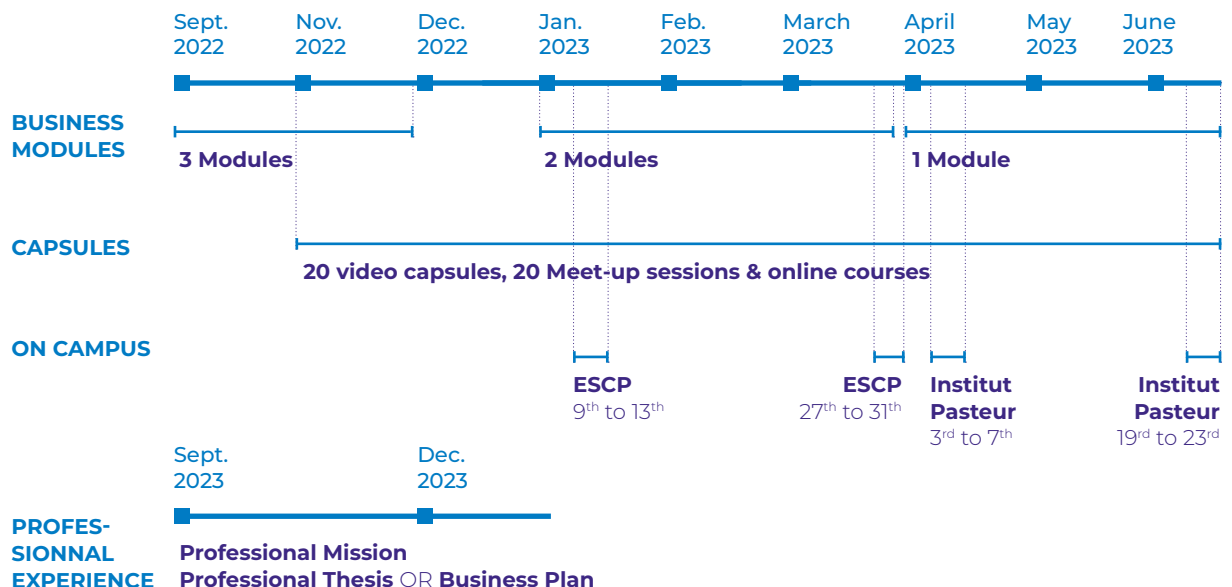
Professional Thesis OR Business Plan / Professional Mission

At the end of the year, an individual academic thesis OR a business plan linked to the project on which the students have worked during the curriculum is to be written, and defended in front of a jury. This exercise allows students to structure their thinking by looking more deeply into a problematic.

This part of the programme **represent 30 ECTS credits**.



How is the programme structured?



Academic Directors



Frédéric Jallat

- Professor – Marketing Department at ESCP Business School

- Academic Director of the Specialised Master in Biopharmaceutical Management – ESCP
- PhD & Research Director (HDR), Doctoral Programme – ESSEC & Aix-Marseille III University.
- ITP - New York University.

Research areas:

Stakeholder Relationship Management, Pricing, Disruptive Strategies, Geo-Economy, International Business.



Dominique Franco

- Emeritus professor of surgery, University Paris-Saclay

- Special advisor, Education direction, Institut Pasteur
- President of the scientific advisory board of Eukarys
- Steering committee of iLite project

Research areas:

Regenerative medicine, Liver biofabrication, Online teaching and MOOCs, Awakening to the creation of start-ups

How to join the programme?

1



ONLINE APPLICATION

Candidates apply exclusively online through ESCP website.

2



PERSONAL ADMISSION INTERVIEW IF ELIGIBLE

Eligible candidates are invited to a personal interview online with the Selection Committee.

Tuition Fees 2022

Application fee: €130

Tuition fees: €32,000



Information

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Programme Office

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Advanced Master Programme in Life Sciences & Health Management (APiL)

ESCP benefits from the best international accreditations.
Our European campuses enjoy national recognition.



5 European Higher Ed accreditations

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