### From Bench to Bedside: Business Fundamentals for Entrepreneurial Scientists

*(PHAR 5009 01) Weill Cornell Graduate School of Medical Sciences*

**Course Directors:** Sarah Kishinevsky, Daniel Heller

sak2036@med.cornell.edu, hellerd@mskcc.org

---

**Date/Rm.**

<table>
<thead>
<tr>
<th>Date/Rm.</th>
<th>Topic</th>
<th>Assignments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wed. 09/13/17</td>
<td>ZRC. AUD.</td>
<td>Look over technologies; begin to form teams</td>
</tr>
<tr>
<td>Tue. 09/19/17</td>
<td>BRB 204</td>
<td>Team selection (Mon. 09/25, 5pm)</td>
</tr>
<tr>
<td>Wed. 09/20/17</td>
<td>BRB 204</td>
<td>Team selection (Mon. 09/25, 5pm)</td>
</tr>
<tr>
<td>Tue. 09/26/17</td>
<td>BRB 302</td>
<td>Team selection (Mon. 09/25, 5pm)</td>
</tr>
<tr>
<td>Wed. 09/27/17</td>
<td>BRB 204</td>
<td>Technology selection (Thur. 09/20, 5pm)</td>
</tr>
<tr>
<td>Week of 10/02/17</td>
<td>Optional mentor fellow session</td>
<td>Competitive analysis (Mon. 10/02, 5pm)</td>
</tr>
<tr>
<td>Tue. 10/02/17</td>
<td>BRB 204</td>
<td>Budget &amp; timeline (Fri. 10/06, 5pm)</td>
</tr>
<tr>
<td>Week of 10/17</td>
<td>Optional mentor fellow session</td>
<td>Elevator pitch 1 (Mon. 10/09, 5pm)</td>
</tr>
<tr>
<td>Tue. 10/17/17</td>
<td>BRB 204</td>
<td>Register online for available times</td>
</tr>
<tr>
<td>Week of 10/24/17</td>
<td>Optional mentor fellow session</td>
<td>Register online for available times</td>
</tr>
<tr>
<td>Tue. 10/24/17</td>
<td>BRB 302</td>
<td>Register online for available times</td>
</tr>
<tr>
<td>Week of 11/01/17</td>
<td>Optional mentor fellow session</td>
<td>Register online for available times</td>
</tr>
<tr>
<td>Tue. 11/01/17</td>
<td>BRB 204</td>
<td>Register online for available times</td>
</tr>
<tr>
<td>Week of 11/08/17</td>
<td>Optional mentor fellow session</td>
<td>Register online for available times</td>
</tr>
<tr>
<td>Tue. 11/08/17</td>
<td>BRB 302</td>
<td>Register online for available times</td>
</tr>
<tr>
<td>Mon. 11/15/17</td>
<td>WCG ABC</td>
<td>Practice pitches</td>
</tr>
<tr>
<td>Week of 11/22/17</td>
<td>Optional mentor fellow session</td>
<td>Practice pitches</td>
</tr>
<tr>
<td>Tue. 11/21/17</td>
<td>BRB 204</td>
<td>Final round slides due (Tue. 12/05, 5pm)</td>
</tr>
</tbody>
</table>

---

**Weekly guest lecturers, mentors and judges**

- Dan-Oscar Anton, PhD, TLQ, Cornell University
- Haider Akmal, MD, Portfolio Manager, Yael Investment Partners
- Imran Babar, PhD, Vice President, OrbiMed Advisors
- Nick Bishop, PhD, Investor, Deerfield Management
- Patrick Bolan, MD, Candidate, BBI Mentor-Fellow
- Frank Borchetta, JD, CEO and President, Reparegen
- Renier Brentjens, MD, PhD, Dir., MSK, Co-Founder, Juna Therapeutics
- Liz Calder, PhD, Postdoctoral Fellow, MSK
- Du Cheng, MD-PhD Cand. Founder, iDu Optics LLC; 2016 BBI Winner
- Ryan Cochran, Strategy, CarePoint Health System
- Barry Celler, MD, Director, Rockefeller University
- Phil Crowley, JD Law Office of Philip P. Crowley LLC
- Colleen Cuffaro, PhD, Principal, Camaan Partners
- Paul Dossa, PhD, Investor, Yemenco
- Julian Dabuis, PhD, Director, Outcomes Health
- Imre Ehlers, PhD, Senior Licensing Manager, MSK
- Kevin FitzGerald, MBA, Startup Coach, KevinBizGlobal
- Eileen Flowers, PhD, Licensing Manager
- David Frank, PhD, Managing Director, MEDx Associates
- Mayur Gadiya, PhD, Candidate, BBI Mentor-Fellow
- Natalya Gertsik, PhD, Associate, McKinsey & Company
- Mariam Georgadze, Senior Marketing Analyst, Healthfirst
- Steve Goodman, JD, Partner, Pryor Cashman; Founder, Mid-Atlantic Bio Angels
- Jonathan Gordon, MBA, Director, NYP Ventures
- Jeff Hartman, JD, Partner, Paul Hastings LLP
- Ken Hess, PhD, MBA, Manager, Purdue Pharma
- Steven Izacco, PhD, Founder & CEO, BIO Biosciences
- Jeffrey Johnson, MBA, Partner, Pryor Cashman LLP
- Howard Johnson, MBA, Co-Founder, GO4HLTH, VP, Lion Biotech
- Craig Kenesky, PhD, JD, IP Associate, Wilson Sonsini
- Arthur Klauser, MBA, CEO, Gem Pharmaceuticals
- Jerry Korten, MS, President, Medelex Inc.; CEO, ColdSteel Laser
- Callie Leone, Membership Manager, Galvanize

---

**Assignments**

- Look over technologies; begin to form teams
- Team selection (Mon. 09/25, 5pm)
- Technology selection (Thur. 09/20, 5pm)
- Competitive analysis (Mon. 10/02, 5pm)
- Register online for available times
- Register online for available times
- Register online for available times
- Register online for available times
- Register online for available times
- Register online for available times