

Post-class survey - BD

Q1 Thank you for attending the Business Development for Life Scientists workshop. Please answer these post-class survey questions. Your responses will provide a point of comparison to see what you learn from taking the class, and also provide information for us to improve the workshop. The survey is completely anonymous and completely voluntary. You can stop taking the survey at any time. If you have any questions, please contact contact [NAME] at [EMAIL].

Q2 After attending the workshop, how would you now rate your knowledge of the following concepts:

	No Knowledge	Little Knowledge	Somewhat Knowledgeable	Knowledgeable	Very Knowledgeable
How to define business development	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The steps in the business development process	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How scientific companies use business development to fill gaps	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How academic researchers use business development	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How companies lay the groundwork for successful business deals	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Different deal types	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
How to	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

manage a deal and determine metrics of success					
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Q3 After attending the workshop, how would you now rate your ability to:

	Not competent	Very little competence	Neutral	Somewhat competent	Very competent
Identify gaps that companies can fill using BD	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Manage collaborations to meet goals	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Measure whether a deal or collaboration is successful	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Identify the hallmarks of outstanding business development	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use knowledge about business development in an interview setting	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use knowledge about business development in a networking setting	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q4 These questions refer to the Group Case Study discussion. Please indicate how strongly you agree or disagree with the following statements.

	Strongly agree	Agree	Somewhat agree	Neither agree nor disagree	Somewhat disagree	Disagree	Strongly disagree
The format was effective	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The facilitator was effective	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The group discussions were valuable	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q5 Please indicate the case you discussed.

- Big pharma company
- Small company

Q6 What did you like most about the group case study discussion?

Q7 How could the group case study discussion be improved?

Q8 These questions refer to the workshop overall. Please indicate how strongly you agree or disagree with the following statements.

	Strongly agree	Somewhat agree	Neither agree nor disagree	Somewhat disagree	Strongly disagree
The content was useful for academic settings	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The content was useful for industry settings	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The format was effective	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The speakers were effective	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I would be likely to recommend this BD workshop to a friend or colleague	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Overall, the session was valuable	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q9 What were the two most striking things you learned in this workshop?

Q10 What did you like most about this workshop?

Q11 If you didn't have an opportunity to ask in class, what questions do you have related to Business Development?

Q12 How could this workshop be improved?

Q13 I am a

- Graduate student
- Postdoc
- Other _____

Q14 Thank you for taking this assessment!