

Pre-class survey - BD

Q1 Thank you for submitting an application for the Business Development for Life Scientists workshop. Based on your thoughtful responses, we now invite you to complete the next step of the application. To be accepted to the class, please answer these pre-class survey questions. Your responses will provide a point of comparison to see what you learn from taking the class. The survey is completely anonymous. The workshop will be held 12-2 p.m. on Wednesday, June 8, 2016. You must be able to attend the entire workshop. Upon completion of this pre-survey, the class location will be sent via email. Please submit your answers by 5:00 PM PT on Friday, June 3, 2016 or your spot will be offered to someone else. Thanks for your interest in taking the Business Development for Life Scientists workshop! If you have any questions, please contact [NAME] at [EMAIL].

Q2 How would you 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"/>
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 manage a deal and determine metrics of success	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q3 How would you 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 Are there particular topics you'd like to hear about in the Business Development workshop?

Q16 Please record any questions you may have about the workshop here.