In the MILI Valuation Lab, teams of students complete a rapid production market analysis of promising medical technologies and services to determine potential for success in a global market. Course project work exposes students to innovations, venture firms and inventors. The outcome of this course is for students to learn to succinctly evaluate the value of a new medical industry technology or process by considering market size and potential, intellectual property, and return on investment. The program is a mix of class sessions, site visits and group work.

**WHO:** Current graduate students

**WHEN:** January 8-18, 2019 on site in California (Bay Area)

You are required to attend three mandatory pre-departure sessions. Attendance will be taken and unless you have advanced permission, missing a session will be reflected in your final grade.

**Sessions:**

- Logistics and trip details: November 15, 2018, 4:30-5:30pm, CSOM room TBD
- November 8 or December 13, 2018, 5:45-7:20pm, CSOM room TBD
- November 15 or December 20, 2018, 6:00-8:00pm, CSOM room TBD
  - You must attend one dress rehearsal and one final presentation – please choose from the November or December dates. **Note: First year MBA students must attend in November.**

**WHERE:** Home base will be in Berkeley or Palo Alto, CA with site visits in Bay Area & The Valley.

**WHY:** Innovations in medical technologies are one of the leading areas of economic growth in the world, creating a strong and growing demand for the valuation of new medical technologies. Students will also be exposed to relevant site visits and speakers from the Bay Area.

**HOW:**

- Complete the application form: [https://z.umn.edu/MILI6997app](https://z.umn.edu/MILI6997app)
- All students must pay course tuition plus program fee of $1,000.00. Program fee includes program administration two group dinners, meeting space and course related expenses. All travel arrangements and other expenses are the responsibility of the student.
- All students will be responsible for their own lodging which will be discussed at the pre-departure session on 11/15/18. It is strongly recommended that groups of students get lodging via AirBnB, VRBO, etc.
- Instructor will give enrollment preference to students seeking their MILI specialization as well as those that have previous international experience.

**DETAILS & DEADLINES:**

- Enrollment in MILI 6997 (4 credits) is required. Enrollment 20 max.
The program fee of $1,000.00 will be charged automatically to your student account.

MILI application deadline: October 29, 2018

Students will be notified of instructor approval decision by: November 5, 2018

Spring registration: November 13, 2018

Cancellation Policy:
  o November 14-Dec. 1, 2019: no charge
  o December 2-15, 2019: $500
  o After December 15: Full program fee

Contact Jessica Haupt with any questions: jahaupt@umn.edu