



MILI 6997: VALUATION LAB, BAY AREA CA

In the 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 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 4-14, 2022 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 11, 2021, 3:30-5:30pm, Room TBD
- November 11 - 5:45-7:30pm **AND** November 18, 6:00-8:00pm, Room TBD
OR
- December 16 - 5:45-7:30pm, **AND** December 23, 2019, 6:00-8:00pm, Room TBD

You must attend one dress rehearsal and one final presentation - please choose from the November OR December dates.

WHERE: Home base will be in 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/SP22MILI6997app>
- ✓ All students must pay course tuition plus program fee of \$900.00. 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 11/11/21. It is strongly recommended that groups of students get lodging via AirBnB, VRBO, etc.
 - Instructor will give enrollment preference to students who have taken MILI 6995, 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 \$900.00 will be charged automatically to your student account.
- [Application](#) deadline: October 25, 2021 - 11:59PM
- Students will be notified of instructor approval decision by: November 2, 2021
- Spring registration begins: November 9, 2020
- Cancellation Policy:
 - November 14-29, 2021: no charge
 - November 30-December 13, 2021: \$500
 - After December 14: Full program fee

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