

MEDICAL INDUSTRY LEADERSHIP INSTITUTE

GLOBAL/GLOCAL VALUATION LAB: BAY AREA, CA (MILI 6997)

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 7-17, 2020 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:

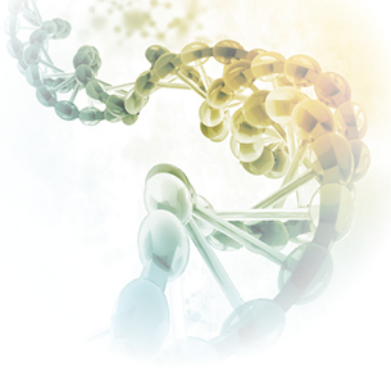
- Logistics and trip details: November 14, 2019, 4:30-5:30pm, CSOM room 2-207
- November 7 - 5:45-7:30pm, CSOM rm L-127 AND November 14, 6:00-8:00pm, CSOM room 2-207
- December 12 - 5:45-7:30pm, CSOM rm L-127 AND December 19, 2019, 6:00-8:00pm, CSOM room 2-207
 - You must attend one dress rehearsal and 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/SP20MILI6997>
- 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 11/14/18. 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.



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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.
- MILI [application](#) deadline: October 28, 2019 – 11:59PM
- Students will be notified of instructor approval decision by: November 4, 2019
- Spring registration begins: November 12, 2019
- Cancellation Policy:
 - November 14-Dec. 1, 2019: no charge
 - December 2-15, 2019: \$500
 - After December 15: Full program fee

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