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Cover image:
Confocal micrograph of fluorescently labelled HeLa cells.
Nuclei are labelled in blue, tubulin in green and actin fibres in red.

Courtesy of:
Kevin Mackenzie
Microscopy and Histology Core Facility
Institute of Medical Sciences
University of Aberdeen
http://www.abdn.ac.uk/ims/microscopy-histology
Course Summary
This course will build on the work of the previous two courses and challenge students to develop their own virtual bio-business. Many future recruitment opportunities for students with a medical science background may involve roles in bio-business development rather than exclusively research at the bench. This course will enable our students to be at a competitive advantage when seeking such career opportunities when compared to those students that have a traditional scientific background only.

Course Aims & Learning Outcomes
At the end of the course the student will:

1. Know and understand the language, key terminology and methodology associated with the development of a successful drug discovery bio-business.
2. Discuss the reasons why the outcomes are influenced strongly by commercial pressures, milestones and deliverables rather than simply the quality of scientific endeavour.
3. Understand the way a business develops, the costs involved and how financial risk is managed in a small biotechnology based enterprise.
4. Devise a commercialisation process (virtual) from a scientific idea to a viable business opportunity.

Course Teaching Staff
Course Co-ordinator(s):
Professor Heather M. Wallace (ext. 7956)

Other Staff:
Professor Iain Gibson, IMS, School of Medicine, Medical Sciences & Nutrition
Professor Andy Porter, IMS, School of Medicine, Medical Sciences & Nutrition

Assessments & Examinations
Course Assignments
There are 3 assignments in the course:

Assessment 1: - Hand in 22nd February 2019

Essay (approx. 1500 words) – What is the role of a Board and/or Senior Management Team? – include the role of individual Board/Management Members (e.g. CEO or CSO etc.).
Please focus your answer on the particular situation found in an SME Biotechnology company.

**Assessment 2 - 25th March 2019 (to be confirmed)**

- Company Presentation (as per Dragon’s Den)
- 25 min presentation plus around 10 min questions
- You are an SME Biotech company
- You are less than 5 years old
- You can be in any biotech space
- Feel free to make up science (within reason!)
- Role play (CEO, CFO, CSO, CBO, COO etc). You may need to take on a couple of roles
- All to present

**Assessment 3 – Hand in 5th April 2019**

- Executive Summary of the Company you presented to the Dragons (approx. 1500 words)

The course will be assessed by continuous assessment (100%). All assignments will be marked on the common grading scale (CGS, copy attached).

**Continuous Assessment**

- One essay 40%; one presentation 30%; one Executive Summary 30%.

**Resit Examination**

- One written paper of 2 hours with 2 questions to be answered out of 4. Students must pass the written resit examination.

**Class Representatives**

We value students’ opinions in regard to enhancing the quality of teaching and its delivery; therefore in conjunction with the Students’ Association we support the Class Representative system.

In the School of Medicine, Medical Sciences & Nutrition we operate a system of course representatives, who are elected from within each course. Any student registered within a course that wishes to represent a given group of students can stand for election as a class representative. You will be informed when the elections for class representative will take place.

**What will it involve?**

It will involve speaking to your fellow students about the course you represent. This can include any comments that they may have. You will attend a Staff-Student Liaison Committee and you should represent the views and concerns of the students within this meeting. As a
representative you will also be able to contribute to the agenda. You will then feedback to the students after this meeting with any actions that are being taken.

Training
Training for class representatives will be run by the Students Association. Training will take place within each half-session. For more information about the Class representative system visit [www.ausa.org.uk](http://www.ausa.org.uk) or email the VP Education & Employability [vped@abdn.ac.uk](mailto:vped@abdn.ac.uk). Class representatives are also eligible to undertake the STAR (Students Taking Active Roles) Award with further information about this co-curricular award being available at: [www.abdn.ac.uk/careers](http://www.abdn.ac.uk/careers).

Problems with Coursework
If students have difficulties with any part of the course that they cannot cope with alone they should notify the course coordinator immediately. If the problem relates to the subject matter general advice would be to contact the member of staff who is teaching that part of the course. Students with registered disabilities should contact Mrs Jenna Reynolds (mailto:medsci@abdn.ac.uk) in the School Office (based in the IMS, Foresterhill), or Mrs Sheila Jones (s.jones@abdn.ac.uk) in the Old Aberdeen office associated with the teaching laboratories, to ensure that the appropriate facilities have been made available. Otherwise, you are strongly encouraged to contact any of the following as you see appropriate:

- Course student representatives
- Course co-ordinator
- Convenor of the Medical Sciences Staff/Student Liaison Committee (Prof Gordon McEwan)
- Personal Tutor
- Medical Sciences Disabilities Co-ordinator (Dr Derryck Shewan)

All staff are based at Foresterhill and we strongly encourage the use of email or telephone the Medical Sciences Office. You may have a wasted journey travelling to Foresterhill only to find staff unavailable.

If a course has been completed and students are no longer on campus (i.e. work from second semester during the summer vacation), coursework will be kept until the end of Freshers’ Week, during the new academic year. After that point, unclaimed student work will be securely destroyed.

Course Reading List
Staff will recommend relevant reading or resources as appropriate throughout the course.

Lecture Synopsis
The course is run via a series of tutorials and workshops rather than formal lectures. These will normally be 1.5 h long and will all be interactive sessions.
Practical/Lab/Tutorial Work

There is no practical work for this course.

University Policies

Students are asked to make themselves familiar with the information on key institutional policies which been made available within MyAberdeen (https://abdn.blackboard.com/bbcswebdav/institution/Policies). These policies are relevant to all students and will be useful to you throughout your studies. They contain important information and address issues such as what to do if you are absent, how to raise an appeal or a complaint and how seriously the University takes your feedback.

These institutional policies should be read in conjunction with this programme and/or course handbook, in which School and College specific policies are detailed. Further information can be found on the University’s Infohub webpage or by visiting the Infohub.

The information included in the institutional area for 2017/18 includes the following:

- Absence
- Academic Appeals & Complaints
- Assessment (Common Grading Scale)
- Codes of Practice on Student Discipline (Academic and Non-Academic)
- Class Certificates
- Recording of Lectures
- Exam Results
- Transcripts
- MyAberdeen
- TurnitinUK
- Feedback
- Communication
- Aberdeen Graduate Attributes
- The Co-Curriculum
<table>
<thead>
<tr>
<th>Grade</th>
<th>Grade Point</th>
<th>% Mark</th>
<th>Category</th>
<th>Honours Class</th>
<th>Description</th>
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</thead>
</table>
| A1    | 22          | 90-100 | Excellent| First         | • Outstanding ability and critical thought  
|       |             |        |          |               | • Evidence of extensive reading  
|       |             |        |          |               | • Superior understanding  
|       |             |        |          |               | • The best performance that can be expected from a student at this level |
| A2    | 21          | 85-89  |          |               | • Able to argue logically and organise answers well  
|       |             |        |          |               | • Shows a thorough grasp of concepts  
|       |             |        |          |               | • Good use of examples to illustrate points and justify arguments  
|       |             |        |          |               | • Evidence of reading and wide appreciation of subject |
| A3    | 20          | 80-84  | Excellent| Upper Second  | • Repetition of lecture notes without evidence of further appreciation of subject  
|       |             |        |          |               | • Lacking illustrative examples and originality  
|       |             |        |          |               | • Basic level of understanding |
| A4    | 19          | 75-79  | Good     | Lower Second  | • Limited ability to argue logically and organise answers  
|       |             |        |          |               | • Failure to develop or illustrate points  
|       |             |        |          |               | • The minimum level of performance required for a student to be awarded a pass |
| A5    | 18          | 70-74  |          |               | • Weak presentation  
|       |             |        |          |               | • Tendency to irrelevance  
|       |             |        |          |               | • Some attempt at an answer but seriously lacking in content and/or ability to organise thoughts |
| B1    | 17          | 67-69  | Very Good| Upper Second  | • Contains major errors or misconceptions  
|       |             |        |          |               | • Poor presentation |
| B2    | 16          | 64-66  |          | Pass          | • Token or no submission |
| B3    | 15          | 60-63  |          | Third         | • Clear Fail/Abysmal  
| C1    | 14          | 57-59  |          |               | • Not used for Honours  
| C2    | 13          | 54-56  |          |               | • Contains major errors or misconceptions  
| C3    | 12          | 50-53  |          |               | • Poor presentation |
| D1    | 11          | 47-49  |          |               | • Token or no submission |
| D2    | 10          | 44-46  |          |               | • Contains major errors or misconceptions  
| D3    | 9           | 40-43  |          |               | • Poor presentation |
| E1    | 8           | 37-39  |          |               | • Token or no submission |
| E2    | 7           | 34-36  |          |               | • Contains major errors or misconceptions  
| E3    | 6           | 30-33  |          |               | • Poor presentation |
| F1    | 5           | 26-29  |          |               | • Token or no submission |
| F2    | 4           | 21-25  |          |               | • Contains major errors or misconceptions  
| F3    | 3           | 16-20  |          |               | • Poor presentation |
| G1    | 2           | 11-15  |          |               | • Token or no submission |
| G2    | 1           | 1-10   |          |               | • Contains major errors or misconceptions  
| G3    | 0           | 0      |          |               | • Poor presentation |
## Course Timetable BT4506: 2018-2019

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Room</th>
<th>Title</th>
<th>Session</th>
<th>Staff</th>
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<tbody>
<tr>
<td><strong>Week 25</strong></td>
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<tr>
<td>Fri 18 Jan</td>
<td>14:00-16:00</td>
<td>Med Chi</td>
<td>Introduction to the course and assessments</td>
<td>Lecture</td>
<td>AJP/HMW</td>
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<td>Thu 24 Jan</td>
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<td>*Group Discussion 1</td>
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<td>HMW</td>
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<td>*Group Discussion 3</td>
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<td>Med Chi</td>
<td>Dragons Den Presentation</td>
<td>Presentation</td>
<td>HMW/IRG/AJP/Invited Experts</td>
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* Group discussions will be approx. 30 min with each group. Timings and groups will be decided at the first lecture and will remain the same throughout.

### Staff

- Professor Heather M Wallace (HMW) - Course Co-ordinator
- Professor Iain Gibson (IRG)
- Professor Andy J Porter (AJP)