BUSINESS CONCEPTS FOR LIFE SCIENTISTS
A FREE ONLINE COURSE IN BUSINESS STRATEGY, FINANCE AND BUSINESS DEVELOPMENT

Business Concepts for Life Scientists: Finance

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## Defining finance

<table>
<thead>
<tr>
<th>In biotechnology…</th>
<th>How the company will fund itself and allocate its financial resources</th>
</tr>
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<tbody>
<tr>
<td>In academia…</td>
<td>How the lab will budget for its operations and manage expenses</td>
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Revenue & Costs
What the enterprise earns and spends

Forecasting
Estimating the funding of the enterprise

Cost of Capital
Required rate of return to make an investment
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Parallels to Academia:
Questions to consider

- How is your lab like a small business?
- How is the lab budget like a cash flow statement?
- Do you think about burn rate?
Revenue & Costs
What the enterprise earns and spends

Forecasting
Estimating the funding of the enterprise

Cost of Capital
Required rate of return to make an investment
Parallels to Academia: Questions to consider

- What are examples of opportunity cost in the lab?
- How do you decide which projects to invest in?
- Tell us about your near and long term financial strategies for your lab.