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Principles of Biomedical Sciences and Industry Markus Hinder, Alexander Schuhmacher, Jörg Goldhahn, Dominik Hartl, 2022-07-22 Principles of Biomedical Sciences and Industry: Improve your product development skills to bring new ideas to biomedicine. The development of innovative healthcare products such as biodegradable implants, biopharmaceuticals, or companion diagnostics requires a multi-disciplinary approach that incorporates scientific evidence with novel and innovative ideas to create new and improved products and treatments. Indeed, product development and the integration of science with commercial aspects have become key challenges for scientists working in the pharmaceutical, biotech, and medtech industries. Using a multi-pronged approach to development, Principles of Biomedical Sciences and Industry combines ideas and methodologies from four of the central areas of focus in the biomedical arena: pharmaceuticals, diagnostics, biomaterials, and medical devices. In doing so, the book covers the entire product lifecycle from translating a scientific idea into a prototype to product development, launch, and management. Principles of Biomedical Sciences and Industry readers will also find several case studies from the most important product categories: pharmaceuticals, diagnostics, medical devices, combination products. Chapters dealing with toxicology and safety risks in development, as well as regulatory approval. Key business aspects including how to secure funding, managing intellectual property, and price regulation in the market. An ideal resource for teachers and students that conveys the information in an easily digestible format. Ideal for advanced students and young professionals pursuing a career in the biomedical and healthcare industries. Principles of Biomedical Sciences and Industry is an essential reference for those in pharmaceutical industry, biotechnologists, medicinal chemists, bioengineers, pharma engineers, and management consultants.

Create Scarcity and Demand on Purpose: How to Use Urgency the Right Way Simon Schroth, 2025-04-05 Scarcity and urgency are powerful marketing tools when used correctly. Create Scarcity and Demand on Purpose shows you how to use these techniques ethically to build excitement around your products, increase conversions, and drive sales. This book teaches you how to implement urgency and scarcity strategies that feel natural to your customers while creating a sense of exclusivity and value. You'll learn how to design limited-time offers, flash sales, and product launches that leverage scarcity to motivate action. The book also covers psychological triggers that make urgency so effective, how to communicate scarcity without coming off as manipulative, and how to balance urgency with customer satisfaction. Whether

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Schoonveld,2020-05-17 The Price of Global Health is a unique book that describes the pharmaceutical pricing process and its business economic and social challenges Global drug pricing is one of the most hotly debated yet least understood aspects of

the pharmaceutical industry How should drug prices be set and what does it mean for patients Why do governments increasingly get involved and what is its impact on the global competitive environment How can a life saving industry have a poorer image than gun and tobacco industries whose products are associated with death The pharmaceutical industry is under unprecedented pressure due to a combination of declining R D productivity payer provider demands for better value and public pressures to show pricing restraint Rapidly increasing cost of healthcare shifts from fee for service to value based reimbursement public pressure on drug pricing and an increasingly vocal medical community have empowered public and private payers worldwide to be more demanding on evidence of value for the prescription drugs that are brought to market Pharmaceutical companies have often failed to deliver evidence of patient value as development decision making is overly focused on speed to FDA approval rather than speed to commercial success by effectively addressing the many Access Journey obstacles that typify today s much changed pharmaceutical environment This 3rd edition is significantly expanded with ten new chapters and revised and updated throughout to reflect today s environment The contents are reorganized to directly address critical pricing and patient access issues Ed Schoonveld explains how pharmaceutical prices are determined in a complex global payer environment and what factors influence the process His insights will help a wide range of audiences from healthcare industry professionals to policy makers consumers pharmaceutical company leaders and access and pricing professionals to gain a better understanding of this highly complex and emotionally charged field

The Deal, 2007

Competition Aspects of Access Pricing Martin Cave, Peter Crowther, Leigh Hancher, European Commission, 1996

The question which this report addresses is how the Commission should seek to ensure the success of initiatives taken with a view to liberalising the network industries In other words the key question is not how should a regulatory authority establish network access prices within the framework of its own particular objectives and institutional arrangements but within the framework of European competition law how should the Commission take a view as to whether a particular set of network access prices is anti competitive

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