



**IPI**  
Academy



*Presented by*  
**Management Forum**

# Effective Communication & Negotiation in Technology Transfers

**3 November 2025**  
+ 18 May 2026

The ability to create a working relationship with your partners in a technology transfer is normally overlooked. In the current pharmaceutical landscape, gaining trust should never be an after thought.



**Format:**  
Live online



**CPD:**  
1 hours for your records



Certificate of  
completion

# Course overview

**Technology transfer has two key facets: the science involved in the technology transfer and the ability to create a working relationship with our partners.** The former is normally the one which is mostly taken into consideration, whereas the latter is mostly taken for granted or ignored. However, many stakeholders from various backgrounds are involved in a tech transfer. Moreover, In the current pharmaceutical landscape, cross-cultural communication is almost a daily reality. As a consequence, gaining trust should never be an after thought.

## Benefits of attending

- **Gain** a better understanding of cross-cultural communication
- **Learn** to understand your audience (i.e. who are the decisions makers, the stakeholders etc)
- **Discover** the softer side of negotiation
- **Enhance** your skills to build better trust and move towards a seamless tech transfer
- **Analyse** real-world examples to understand practical application and challenges

## Who should attend?

Any function involved in a pharmaceutical technology transfer will benefit from this exciting and interesting course.

# Presenter



## **Laura Buttafoco**

Laura's areas of expertise include CMC strategy, technology transfer, process scale-up, validation, program management, GMP compliance and risk management. Laura has spent nearly 20 years in the industry where she has contributed to both small and large molecule projects. Acting as the main point of technical contact, as well as project/program manager, she has been responsible for completion of technology transfer and exhibit batches production in cooperation with various CMOs in EU, India and China. Currently she operates as independent consultant for Protea, her own company ([www.protea.services](http://www.protea.services)). In this role, she has worked on a variety of therapeutics and she has a proven track record of successfully closed large Capex assignments on behalf of medium as well as large and well-established pharmaceutical companies.

# Course dates

**3 November 2025**

**Live online**

12:00-13:00 **UK (London)** (UTC+00)

Course code 15523

GBP **175** ~~200~~

EUR **245** ~~280~~

USD **280** ~~320~~

**Until 27 Oct**

**18 May 2026**

**Live online**

12:00-13:00 **UK (London)** (UTC+01)

Course code 15524

GBP **175** ~~200~~

EUR **245** ~~280~~

USD **280** ~~320~~

**Until 26 Jan**

## How to book



**Online:**

[ipi.academy/3201](https://ipi.academy/3201)

Alternatively contact us to book, or if you have any queries:



**Email:**

[info@ipiacademy.com](mailto:info@ipiacademy.com)



**Phone:**

[+44 \(0\)20 7749 4749](tel:+442077494749)

## Discounts

- Booking more than one delegate on any one date qualifies for a **30% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

## Further information

### Fee

The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

### Please note

IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

### Terms and conditions

The rest of our terms, the event cancellation policy and the terms and conditions are on our website, please visit [ipi.academy/content/terms-and-conditions](https://ipi.academy/content/terms-and-conditions)

## Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



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IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

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