

...explore the business side of science

QUIZ – Answers:

Terminology (See next page)

What's the difference between a CV and a Resume?

<http://oitecareersblog.wordpress.com/2013/11/07/cv-vs-resume-whats-the-difference/>

<http://writingcenter.unc.edu/handouts/curricula-vitae-cvs-versus-resumes/>

<http://biomedicalprograms.georgetown.edu/career-blog/cv-vs-resume/>

Do you know these groups?

FierceBiotech - <http://www.fiercebiotech.com/>

(email subscription is absolutely free and incredibly informative)

Third Rock Ventures - <http://www.thirdrockventures.com/>

(check out the companies they invest in)

Propel Careers - <http://www.propelcareers.com/>

(incredible events and a great resource for career planning)

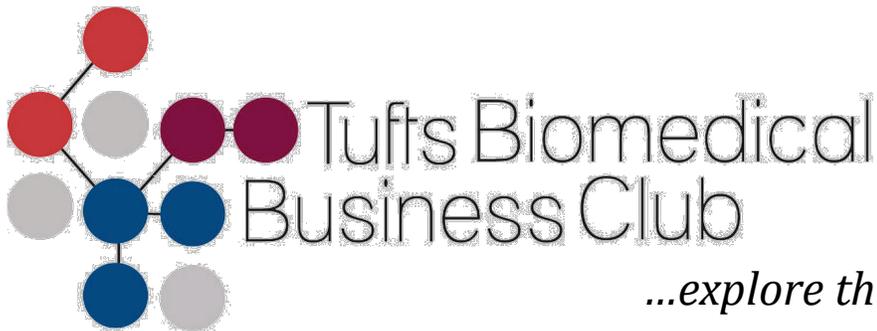
StayinMA.com - <http://stayinma.com/>

(apply for \$\$ to attend events in the Boston area)

Tufts \$100K Business Plan/IDEAS Competition –

<http://gordon.tufts.edu/competitions>

(Tufts-wide competition to encourage entrepreneurship)



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Consulting	A career that provides strategy, management and/or operations advice to existing companies
Current Business Affairs of Pharma/Biotech	A group meeting to discuss current events and companies in the biomedical business world
Business Development	A career which focuses on developing and implementing plans for business growth
Entrepreneurship	One who creates a business, often taking on a great deal of risk in the process
Finance, Budget Management	A career which oversees allocation of assets and liabilities within a given business
Intellectual Prop /Patent Law	A group of careers that deal with patents, trademarks, copyrights and trade secrets
Identifying Business Potential of Research	Market research aimed at identifying the commercialization prospects of research
Leadership	The nebulous description of someone capable of motivating and organizing others to further a collective goal
Managing People	A skill involving leadership, organization and interpersonal acumen
Networking	The building of relationships in the business world and beyond
Non Science Resumes	Non-science resumes are different from a C.V. and often include skills, past work experience and other accomplishments
Private Equity	A career focused on the trade, valuation or allocation of private funds
Equity Research	A branch of financial services which analyzes and forecasts the performance and valuation of assets and companies, both public and private
Product Sales/Marketing	Occupations which sell products to consumers or secondary distributors and also enhance brand and product awareness
Professional Conduct	A subset of behavior which is acceptable when amongst professionals in a business setting
Project Management	The act of directing groups of individuals towards a common goal
Regulatory Affairs	A profession that specifically deals with company compliance with national, state and local regulations and laws
Science Communication to Non Scientists	This career often involves writing and requires the ability to clearly and succinctly describe primary scientific work to lay people, be they government officials or the general public
Tech Transfer/SBIR	The process of commercializing innovations developed in non-commercial settings such as universities or government labs
Time Management	The ability to budget time for maximal productivity
Venture Capital	Capital that is generally supplied by early investors which allow for further development of a nascent business