



Sino-American Pharmaceutical Professionals
Association – Greater Philadelphia
大費城美中医药开发协会



Career Development Workshop: Taking Charge of Your Professional Future!

Keynote Presentations

Negotiation Skills

Stuart Diamond, MBA

Professor, Wharton Business School, Pulitzer Prize winning former journalist for the New York Times & Author of NY Times Bestseller, *Getting More*.

Meaningful Contribution in a Competitive Environment – Journey of Success or Significance?

Jacks Lee, MS

Vice President, Merck Manufacturing Division, Merck

Career Opportunities and Challenges in China – An Adventure of a Returnee

Peng Wang, PhD

Chief Scientific Officer, Sincere



December 10, 2011

**Holiday Inn Hotel
& Conference Center**

432 West Pennsylvania Ave.
Fort Washington, PA 19034



Do you follow the money or do you follow your heart? Do you want to continue on your current path? How do you make your voices heard and lead with strengths and passion? Have you felt an urge to change paths and explore a divergent direction, perhaps not even by choice?

Our notable speakers from the industry and academia will share personal career stories and present enriched discussions on important career development topics. These topics will include acquiring and practicing leadership skills, preparing for and embracing opportunities, navigating and advancing career path.

Whatever stage of your career, you will have the opportunity to learn, explore, reflect, and to connect on many different levels.



To register, please logon to SAPA-GP website

www.sapa-gp.org

Organizing Co-Chairs:

Sean Fu, PhD, MBA, Merck
Mabel Ju, MBA, Merck
Yonggang Zhao, PhD, MBA, Pfizer

Program

8:30-9:00 **Registration**

Morning Session

9:00-9:10 **Welcome and Opening Remarks**

Laura Hong, MD, PhD
SAPA-GP President

9:10-10:00 **Keynote Presentation**

Meaningful Contribution in a Competitive Environment--Journey of Success or Significance?

Jacks Lee, MS

Vice President, West Point Site Operations, Merck Manufacturing Division, Merck

10:00-10:30 **Living and Working With Passion – A Career Journey From Industry to Academia**

Joe Powers, PhD, MBA

Managing Director in the Office of the Vice Provost for Research University of Pennsylvania

10:30-11:20 **Keynote Presentation**

Career Opportunities and Challenges in China – An Adventure of a Returnee

Peng Wang, PhD

CSO, Simcere

11:20-12:00 **New Opportunities in Benxi China Medicine Capital (CNMC)**

Xiaoou Dong

Special Advisor to Benxi Municipal Government

12:00- 1:00 **Lunch** (free on-site lunch for all attendees)

Afternoon Session

1:00-1:30 **Industry vs. Academia: Is Grass Greener on the Other Side?**

Roger Shi, PhD

Professor, Penn State University

1:30-2:00 **Pharmaceutical Entrepreneurship**

Jie Du, PhD

President and CEO, JDP Therapeutics Inc.

2:30-3:00 **Career Development Tools and Approach**

John Remmey

Recruiter Lead at Aerotek

3:00-4:00 **Keynote Presentation**

Negotiation Skills

Stuart Diamond, MBA

Practice Professor, Wharton Business School

CEO and President at FourStar Aviation

4:00-5:00 **Cash Bar Social Hour and Recruiter Working Session**

Speaker Biographies



Stuart Diamond, MBA

Stuart Diamond has taught and advised on negotiation and cultural diversity to corporate and government leaders in 45 countries, including in Eastern Europe, former Soviet Republics, China, Latin America, the Middle East, Canada, South Africa and the United States. He holds an MBA, with honors from The Wharton School, ranked #1 globally by The Financial Times, and where he is a professor from practice. For 13 years his negotiation section has been the school's most sought-after course and he has won multiple teaching awards. He has taught negotiation at Harvard, from which he holds a law degree, was Associate Director of the Harvard Negotiation Project and directed an associated negotiation consulting firm in Cambridge, MA.

Mr. Diamond is president of Global Strategy Group, which advises companies and governments on negotiating foreign investment and devising strategies, structures and marketing to compete effectively on an international scale. He has analyzed competitive and persuasive strategies for organizations as different as Google, Merck, Citibank, General Electric, BASF, Prudential, the Government of Colombia, a \$16 billion petrochemical company in China and scientists in Ukraine. He is an expert in cross-cultural negotiation and has advised on the subject to executives of some of the world's leading companies. He has consulted extensively for the United Nations.

In a prior career beginning at Rutgers (AB 1970), Mr. Diamond was a journalist, including at Newsday and The New York Times, where he won the Pulitzer Prize as a part of a team investigating the crash of the space shuttle Challenger in 1986. He has written 3 books, 2 documentary films and more than 2,000 published articles, including dozens on page 1 of The New York Times. He has appeared on Today and Good Morning America and lectured widely about problems and prospects of emerging markets, and international business challenges in an environment of change. His new book on negotiation, *Getting More*, published by Random House in January 2011, is a New York Times bestseller, a #1 business bestseller in USA Today and the Wall Street Journal and is the #1 recommended business book for 2011 by the Wall Street Journal's FINS blog. His negotiation process has been selected by Google to train all of its 30,000 employees worldwide.

Mr. Diamond was an executive of a Wall Street energy futures brokerage firm, for which he negotiated a multimillion dollar sale. He has worked at the law firm of Sullivan & Cromwell and the investment bank of Morgan Stanley. He has worked for the President's office in Bolivia, Colombia and Nicaragua. He persuaded 3,000 people in the jungles of Bolivia to stop growing illicit coca and to start growing bananas exported to Argentina. He advises a variety of high technology companies and in 2000 played a lead role in putting together a \$300 million merger of two high-tech companies that had been on the verge of litigation. He became the first chairman of the merged companies, Summus, Inc., listed on OTC. In 2004 he represented the borrower in completing the largest foreign-sourced commercial financing in the history of Ukraine, a \$107.5 million Eurobond issue to finance commercial space ventures. He has been president of a cargo airline. In 2006 he represented The N.Y. Commodities Exchange in the successful negotiation of electronic trading rights with the N.Y. Mercantile Exchange. In 2008, he provided the process that enabled the Writers Guild to settle their strike with the studios in Hollywood.

Mr. Diamond has taught negotiation at the business schools of Columbia, NYU, USC, UCal/Berkeley, and at Oxford and Penn Law School, where he is an Adjunct Professor. His 30,000 students have included managers and executives from more than 200 of the Fortune 500 companies. www.gettingmore.com.



Ms Xiaoou Dong

Prof. Dong Xiao-Ou graduated from Shenyang Pharmaceutical University in 1982. She currently serves as Special Advisor to Benxi Municipal Government. From 1984 to 2004, Prof. Dong worked at the Liaoning Institute for Food and Drug Control (LIFDC) as Deputy Director and Director. Prof. Dong was a key leader in the implementation of Pharmaceuticals Quality Standard and the development of new pharmaceutical products at the LIFDC. She was instrumental in leading LIFDC in the certification process in accordance with international standards and testing pharmaceutical products from 16 countries in the Asia-Pacific region. Prof. Dong was the Deputy Director at Liaoning Food & Drug Administration Agency from 2004 to 2011 where she oversaw various functions of the Agency like product approval, pharmacovigilance, food safety during this period. She has extensive experience in drug development, registration and quality control. In addition, Prof. Dong has served as the Vice President of the 8th Chinese Pharmacopoeia Commission Small Molecule Drug Committee and a member of the Pharmaceutical Committee at the China National Accreditation Board for Laboratories.

Jie Du, PhD

Dr. Jie Du is a seasoned pharma executive and entrepreneur. She is one of the founders at Frontage Laboratories, which started its operations in 2001. Frontage has since grown into a multi national contract research organization (CRO), serving pharmaceutical clients in North America and Asia. After exiting her holdings at Frontage, she has been active as an angel investor of life science start-ups. In 2008, Dr. Du founded JDP Therapeutics. She is leading JDP in becoming a significant player in pharmaceutical innovation and development.

Dr. Du's pharmaceutical experience extends 15 years at Abbott, Merck and Mutual pharmaceuticals. During her tenure of increasing responsibilities at these companies until 2007, she led activities in pharmaceutical product development, project management, legal/patent strategies, product portfolio management, clinical development, and regulatory areas. Dr. Du is a brilliant initiator on pharmaceutical strategies. Two of her patents (assigned to Mutual Pharma) were licensed to King Pharmaceuticals. Prior to starting JDP Therapeutics, Dr. Du served as the Director of Scientific Affairs at Mutual Pharmaceuticals, a specialty pharma company in Philadelphia. Mainly in charge of clinical studies, she was one of the key corporate members responsible for the company's outstanding growth from ~\$50 M annual sales in 1998 to ~\$600 M in 2007.

Dr. Du's endless creativity has made her a renowned inventor of many U.S. and international patents. Dr. Du earned her Ph.D. degree from School of Pharmacy at University of the Pacific in California.



Jacks Lee, MS

Mr. Lee is with Merck & Co., Inc. located at the West Point manufacturing site in Pennsylvania, United States. He is currently the Vice President and Plant Manager of the site. He joined Merck in 2007 and served as the Vice President of Global Vaccines Technology & Engineering. Prior to joining Merck, Mr. Lee professional experiences included 20+ years in sterile and non-sterile pharmaceuticals, human derived plasma protein, recombinant therapeutic proteins, and vaccines. Most recently he was with Sanofi Pasteur (of Sanofi Aventis) as Head of US Biological Operations and prior to that with Sanofi Aventis predecessor companies in different technical and leadership roles in Global Products Division, Engineering, and Quality. Mr. Lee received his Bachelor and Master of Science degrees in Engineering from the University of Wisconsin and the University of Missouri. He was nominated and served on the United States Pharmacopia (USP) Expert Committee of Biostatistics.



Joe Powers, PhD, MBA

Dr. Joe Powers joined the University of Pennsylvania community in 2009 as co-founder and Executive Director of the Center for Neuroscience & Society. He now serves as Managing Director in the Office of the Vice Provost for Research where he is principally responsible for overseeing Penn-Industry research and educational partnerships in China across multiple therapeutic areas and University-wide process improvement.

Prior to Penn, Dr. Powers spent the majority of his career in the business of healthcare. For more than 9 years, he has worked in a variety of business, strategy, and marketing roles within and consulting for the pharmaceutical industry, where he has developed an expertise in business strategy, global commercialization, and academia-industry partnerships. After a series of leadership positions within the eHealth industry, Dr. Powers was recruited to Aventis in 2001 as manager of a global eBusiness think-tank. At Aventis, he developed three patented software tools, including the first application to wirelessly send medical education content to physician handheld devices. In addition to developing innovative tools for improving patient-physician interactions, medication adherence, and electronic diagnostic aids, Dr. Powers assisted with the launch of multiple drugs around the world through the leveraging of innovative technologies.

Dr. Powers was recruited by Cephalon in 2007 to assist with the commercialization of a novel medication for the treatment of alcoholism. In this role, he was responsible for the US launch strategy and tactics around targeting the non-prescribing healthcare provider, and for developing innovative commercial solution for an extremely challenging niche market.

In 2009, Wyeth hired Dr. Powers as a Director within the newly formed Marketing Practices and Innovation Department, where he oversaw worldwide opinion leader relations for the Neuroscience Franchise. In addition to assisting with the worldwide launch of three psychiatric medications, Dr. Powers gained extensive experience in Asia where he was tasked with managing a Center of Excellence Initiative aimed at identifying and developing institutional and academic relationships in China. He also chaired Wyeth's Japan Project Oversight Team, an executive taskforce to understand the commercial opportunities of the neuroscience marketplace in Asia.

Dr. Powers has published more than 50 consumer-focused articles in both academic journals and lay publications, such as the *American Journal on Addiction*, *Anxiety Disorder Association of America Reporter*, *Future Magazine*, *Journal of the American Medical Association*, *Natures Wisdom Magazine*, *New England Hypnosis Newsletter* and *Urology Practice Options*. He also is author of the book, *Soul Graffiti: Stories that Inspire Action*.

Dr. Powers earned his Ph.D. in Kinesiology and Exercise Psychology and has Master degrees in business, education, and bioethics. He is currently completing his fifth graduate degree, a Masters in Organizational Dynamics at the University of Pennsylvania where his studies are focused around change management in academia.



Roger Shi, PhD

Dr. Yuguang (Roger) Shi is currently a professor at Penn State University College of Medicine. He joined Penn State in 2006 as an associate professor and was promoted to full professor with tenure in 2009. Prior to joining Penn State, Dr. Shi was a Principle Research Scientist at Lilly Research Laboratories where he spent 11 years in early stage development of novel drugs for diabetes and obesity. He led a major effort in identification and validation of several novel drug targets which are currently been targeted for the development of novel anti-diabetes drugs. His work at Lilly has successfully helped the company to establish a rich early stage pipelines for diabetes and obesity. His current work at Penn State focuses on molecular mechanisms underlying mitochondrial dysfunction in obesity and type 2 diabetes. His lab is also focusing on novel signal transduction pathways involved in incretin responses in pancreatic beta cells.



Peng Wang, PhD

Dr. Peng Wang joined Simcere, a leading Chinese pharmaceutical company (simcere.com; "SCR" @ NYSE), in 2009 as Chief Scientific Officer and Corporate Vice President. From April 2008 to May 2009, Peng was with WuXi PharmaTech ("WX" @ NYSE), a leading pharmaceutical CRO located in China, as Vice President of Discovery Biology. Prior to joining WuXi PharmaTech, Dr. Wang worked for Schering-Plough Research Institute in New Jersey, USA for 18 years, 8where Dr. Wang made significant contributions to nomination of several development candidates as a Discovery Team Cochair and/or biology group leader. Dr. Wang has published numerous papers as corresponding author in leading scientific journals such as Proc. Natl. Acad. Sci. USA, J. Biol. Chem., Blood, J. Immunol., Am. J. Respir. Crit. Care Med., Mol. Pharmacol., Biochem. J., etc. Dr. Wang received his Ph.D. in Biochemistry from the University of Tokyo.

Organizing Committee

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