



# Professional Training Courses 2024 Package Discount

# Benefits

- **Significant discount** on course fees compared to individual registrations
- **Easier budget planning** at the start of the year
- **Maximum flexibility** to match team learning needs to courses
- **Less hassle** for HR professionals
- **One-on-one tracking** by MassBioEd internal staff with HR representative at the company

# Package Levels

**80 Credits:** \$191/credit: **\$15,280** vs. \$17,600

Up to 20% off of individual course rates

**120 Credits:** \$181/credit: **\$21,720** vs. \$26,400

Up to 25% off of individual course rates

**160 Credits:** \$170/credit: **\$27,200** vs. \$35,200

Up to 30% off of individual course rates

# Course Discounts by Package Level

Course	Credit Value	Market Rate ~\$220/credit	80 Credit \$191/credit	120 Credit \$181/credit	160 Credit \$170/credit
<b>Intro to Biotech, Business &amp; Science</b>	7	\$1,550	\$1,337 (↓14%)	\$1,267 (↓18%)	\$1,190 (↓23%)
<b>Intro to Business</b>	4	\$850	\$764 (↓10%)	\$724 (↓15%)	\$680 (↓20%)
<b>Intro to Science</b>	4	\$850	\$764 (↓10%)	\$724 (↓15%)	\$680 (↓20%)
<b>Presenting with Persuasion, Clarity, &amp; Strength</b>	4	\$850	\$764 (↓10%)	\$724 (↓15%)	\$680 (↓20%)
<b>From Molecule to Market</b>	4	\$850	\$764 (↓10%)	\$724 (↓15%)	\$680 (↓20%)
<b>Transitioning to Leader</b>	4	\$850	\$764 (↓10%)	\$724 (↓15%)	\$680 (↓20%)
<b>Building &amp; Managing a High Performing Team</b>	5	\$1,200	\$955 (↓20%)	\$905 (↓25%)	\$850 (↓29%)
<b>Biotechnology Project Management</b>	9	\$1,940	\$1,719 (↓11%)	\$1,629 (↓16%)	\$1,530 (↓21%)
<b>Accelerated Leadership</b>	5	\$1,200	\$955 (↓20%)	\$905 (↓25%)	\$850 (↓29%)
<b>Supply Chain Management</b>	4	\$850	\$764 (↓10%)	\$724 (↓15%)	\$680 (↓20%)
<b>Finance of Biotech</b>	4	\$925	\$764 (↓17%)	\$724 (↓22%)	\$680 (↓26%)

# Additional considerations

- You can add to your credit balance at any time during the year, based on package level per-credit price
- 10 credits or under can be carried over into the next year
- Carry-over credits must be used in the first 6 months of the following year