



Dual Sphere Consulting, Singapore and CliMed Research Solutions, India

*Presents*

# Hands-on Training Program for HEOR Professionals

*Two-month intensive training program designed to equip professionals with practical, industry-ready skills across health economics, outcomes research, real-world evidence, and market access*

1. 8 core sessions + 2 guest sessions by HEOR leaders
2. One class per week, Evening hours in weekends
3. Only 10 Seats, Enquire now for admission & Selection Process

Show your interest



# Program Overview

This hands-on HEOR training program is a structured, industry-aligned course designed to equip participants with practical competencies in health economics, outcomes research, market access, and real-world evidence. The program combines live interactive sessions with applied assignments, case-based learning, quizzes, and curated reading material to ensure strong conceptual clarity and real-world applicability. Participants gain in-depth exposure to health economic evaluation methods, pharmacoeconomic modeling principles, evidence synthesis, budget impact analysis, patient-reported outcomes, and HTA submission requirements. Emphasis is placed on interpreting results, understanding payer expectations, and translating complex HEOR outputs into clear value messages for decision-makers. The curriculum also introduces emerging concepts such as value-based healthcare, pay-for-performance models, and the evolving role of AI and real-world evidence in HEOR.

## Key Highlights of the Program

- ✓ **Strong hands-on orientation** with real HEOR case examples, models, and assignments
- ✓ **End-to-end HEOR coverage:** from economic evaluations to HTA submissions and value communication
- ✓ **Practical exposure to modeling concepts** including decision trees, Markov models, sensitivity analyses, and interpretation
- ✓ **Global HTA perspective** with understanding of payer expectations and evidence needs
- ✓ **Integration of market access thinking** linking HEOR outputs to pricing and reimbursement decisions
- ✓ **Focused learning format** with live interactive sessions, quizzes, and weekly deliverables
- ✓ **Two exclusive guest sessions** with senior HEOR leaders sharing real-world project insights
- ✓ **Introduction to future-ready skills**, including AI and real-world evidence in HEOR



# Why This Program

- ✓ *Strong practical focus*
- ✓ *Industry-aligned curriculum*
- ✓ *Exposure to real-world HEOR challenges*
- ✓ *Direct interaction with HEOR leaders*
- ✓ *Ideal balance of theory and application*

# Who Should Attend

- ✓ *HEOR & RWE professionals*
- ✓ *Market access & pricing teams*
- ✓ *Pharma & consulting professionals*
- ✓ *Postgraduates & researchers entering HEOR*
- ✓ *Clinicians transitioning into HEOR roles*

## Key Takeaways

- ✓ *Applied Practice with Hands on Training*
- ✓ *Course Readings*
- ✓ *Dually Signed Globally recognized Certificate*
- ✓ *Guest Interactions from Industry*
- ✓ *Placement Assistance*



## Selection Process:

- *Only 10 seats*
- *Submit Your CV & Statement of Purpose here, our team will get back to you*



*Link for application: <https://forms.gle/oHckFtSVgKx89XXk6>*

## Program Structure

### Week 1: Introduction to HEOR & Global Landscape

- *Role of HEOR across pharma, payers, and providers*
- *HEOR in product lifecycle*
- *Overview of HTA bodies (NICE, ICER, CADTH, PBAC)*

 **Reading** |  **Quiz**



## Week 2: Health Economic Evaluation Methods

- *CEA, CUA, CBA – when and how to use*
- *Perspectives, time horizons, discounting*
- *Interpreting ICERs and thresholds*

 [Reading](#) |  [Assignment](#)

## Week 3: Pharmacoeconomic Modeling – Foundations & Sensitivity Analysis & Model Interpretation

- *Decision trees and Markov models*
- *Model assumptions and structure*
- *De novo vs country adaptations*
- *Deterministic and probabilistic sensitivity analysis*
- *Scenario analysis*
- *Model validation and transparency*

 [Hands-on walkthrough](#) |  [Quiz](#)

## Week 4: Evidence Synthesis & Comparative Effectiveness

- *Systematic and rapid literature reviews*
- *Comparator selection*
- *Indirect treatment comparisons & NMA (overview)*

 [Case study](#) |  [Assignment](#)

## Week 5: Budget Impact, PROs & Market Access

- *Budget impact modeling basics*
- *Patient-reported outcomes and utilities*
- *Linking HEOR to pricing & reimbursement strategy*

 [Practical example](#) |  [Quiz](#)

## Week 6: HTA Submissions & Value Communication

- *Global Value Dossiers (GVD 2.0)*
- *Payer evidence expectations*
- *Communicating HEOR insights to decision-makers*

 [Weekly Assignment](#)

## Week 7: New concepts in HEOR and skills to succeed

- *Pay for performance*
- *Value based contracting*
- *Skills for HEOR professionals*

 [Weekly Assignment](#)

## Week 8: AI adoption in HEOR

- *Future of HEOR – RWE, AI,*

 [Weekly Assignment](#)

## Guest Sessions (2 Sessions by HEOR Leaders)

### [Guest Session 1](#)

**Topic:** HEOR in real-world pharma decision-making

**Speaker:** Senior HEOR leader from industry / consulting

### [Guest Session 2](#)

**Topic:** Opportunities and challenges in HEOR projects

**Speaker:** Global HEOR / Market Access expert

## Assessment & Certification

- *Weekly quizzes*
- *Practical assignments*
- *Final assessment*
- *Certificate of Completion awarded to participants who meet assessment criteria*



# Learning Format

- ▶ Live interactive Zoom classes
- ▶ Hands-on practical exercises
- ▶ Industry-relevant case studies
- ▶ Weekly reading material (papers, HTA guidance, examples)
- ▶ Assignments after each module
- ▶ Short quizzes to reinforce learning
- ▶ Two exclusive sessions with senior HEOR leaders
- ▶ Certificate of completion

## Key Program Details

 <b>Class Format:</b> <i>Live instructor-led sessions (Zoom)</i>	 <b>Course Duration:</b> <i>2 Months</i>
 <b>Class Frequency:</b> <i>1 session per week, evening IST time</i>	 <b>Start Date:</b> <i>15th February</i>
 <b>Total Live Sessions:</b> <i>8 core sessions + 2 guest sessions by HEOR leaders</i>	 <b>Session Duration:</b> <i>1.5 hours per class</i>
 <b>Course Fee:</b> <b>INR 35,000/- for foreign students</b> <b>USD 500</b>	

## Course Conveners



**Dr. Ajit Singh**

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