

## Appendix 3

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### **Main points of the Round-table “Globalization in Biopharmaceuticals”**

For the first time, a round-table was organized in order to foster discussions between academics and industry players.

We summarize three main discussion points for future research:

1. Corruption.

A dominant research question which emerged during the round-table, for the European scene, was corruption. It is not usually a research topic of great interest to academics (as contributions to this publication can show). However, most participants recognized that corruption spreads very fast in the pharmaceutical sector, and that there is especially a growing concern on the lack of effective enforcement powers.

2. Issues of enforcement.

Most representative members in the audience recognized the limitation of regulations as an effective enforcement means. Police enforcement was also discussed as not sufficient. K. Lybecker’s contribution on the Indonesian case suggested selecting a visible target as a point of entry for enforcement. Shifting competencies between different levels (local, regional, national and international) was also discussed as a way of establishing countervailing forces in corruption.

3. New visions on business models.

Contributions during the workshop on agile manufacturing, nutraceuticals and the new P’s in pharmaceutical marketing were good examples of needs for new visions for the biopharmaceutical industry and interesting areas for research applied to that sector.