



CLL Learning Notebook

SEMESTER 1

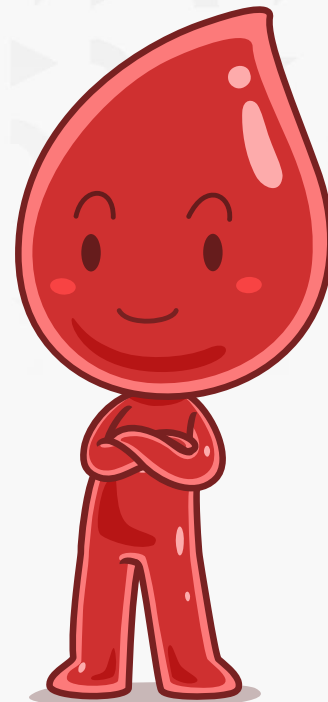


Table of Contents

Sales Training Compliance Policy Reminder.....	3
Purpose.....	4
Week 1: CLL Disease State, Diagnosis, & Staging	
Disease State Module Notes.....	6
Diagnosis and Staging Module Notes.....	9
KOL Presentation: Disease State, Clinical Presentation, and Diagnosis Notes.....	12
Week 2: Treatment Considerations, Response Assessment, & Treatment Overview	
Treatment Considerations Module Notes.....	14
Response Assessment Module Notes.....	17
KOL Presentation: Treatment Considerations and Response Assessment Notes.....	20
Treatment Overview Module Notes.....	21
Week 3: Application of Learnings Through Workshops	
KOL Presentation: Treatment Overview Notes.....	24
Workshop 1 Notes.....	26
Week 4: Further Application of Learnings	
Workshop 2 Notes.....	28

Sales Training Compliance Policy Reminder



- BeiGene policy is to always promote products consistent with the FDA-approved labeling, in a balanced, truthful, accurate, and non-misleading manner.
- Product discussions with customers should always be balanced and highlight pertinent Important Safety Information.
- Requests for off-label information must be unsolicited and must follow the Medical Information Request (MIR) process.
- Only PRC-approved materials and messaging can be used in communications with customers. Homemade materials or alteration of approved materials are **STRICTLY PROHIBITED**.
- This resource may contain information that is not approved for discussions, dissemination and/or distribution with customers. This information is for your educational purposes only.

Purpose

This Learning Notebook is a resource for you to record information and reflect on concepts from your first semester at CLL University. It is a space for you to preserve your key takeaways, notes, and questions in one place. There will also be moments for you to optionally share your impressions. **The main purpose of this tool is to help increase retention and organize your learnings from Semester 1.**

This Learning Notebook is for you, by you. The more effort you put into it, the more valuable a resource it will be for you.

The notebook is divided into 4 weeks. This will serve as your notebook for each week of the semester. Here is a brief overview of each week:

“The beautiful thing about learning is that nobody can take it away from you.”
– B.B. King

Week 1

CLL Disease State, Diagnosis, & Staging

Week 2

CLL Treatment Considerations, Response Assessment, & Treatment Overview

Week 3

Application of Learnings Through Workshops

Week 4

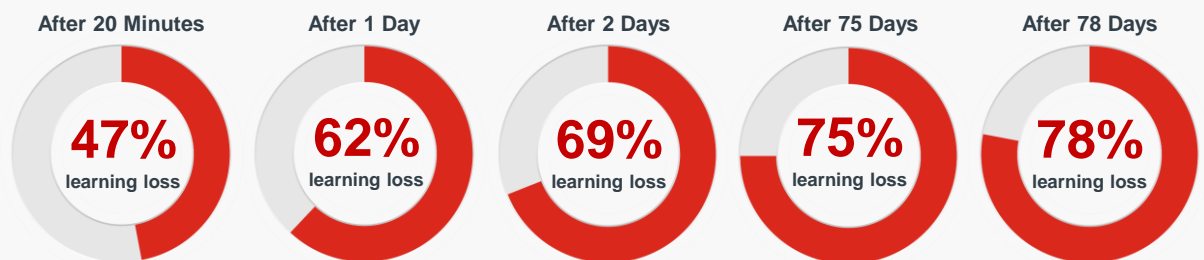
Further Application of Learnings



Did You Know?

Humans forget things easily, and the more time that passes, the more we forget.

According to Cornell University Professor Walter Pauk:



Research shows that learning loss can be prevented by using simple techniques for capturing and revisiting information. A substantial amount of evidence-based literature supports the value of note-taking – especially by hand. To maximize this Learning Notebook, try the following steps:

Step 1: When responding to each question, we encourage you to **handwrite** your notes. Getting more “hands-on” with your notetaking will dial in your focus and inscribe the material in your brain.

Step 2: Revisit your notes! The more thinking on the subjects in your Learning Notebook, the more you will be able to bring to customer discussions upon approval.

Week 1:

CLL Disease State, Diagnosis, & Staging





Disease State Module

1

What key concepts from the Disease State Module do you want to be sure to remember?

CLL University: Week 1

CLL Disease State, Diagnosis, & Staging



Disease State Module (cont'd)

2

What questions about CLL do you want answered during the discussion guide session?

CLL University: Week 1

CLL Disease State, Diagnosis, & Staging

Disease State Module (cont'd)

Additional
Notes





Diagnosis and Staging Module

1

What key concepts from the Diagnosis and Staging Module do you want to be sure to remember?



Diagnosis and Staging Module (cont'd)

2

What questions about diagnosis and staging do you want answered during the discussion guide session?

CLL University: Week 1

CLL Disease State, Diagnosis, & Staging

Diagnosis and Staging Module (cont'd)

Additional
Notes



CLL University: Week 1

CLL Disease State, Diagnosis, & Staging



KOL Presentation:

CLL Disease State, Clinical Presentation, and Diagnosis

Instructions: Read the prompts below and record your response to each question. You may handwrite or type your responses.

1

What question(s) do you want answered from a KOL perspective?

Blank area for response to question 1.

2

What are some key takeaways from the KOL presentation that enhanced your learnings from this week?

Blank area for response to question 2.

Week 2:

**Treatment
Considerations,
Response
Assessment,
& Treatment
Overview**





Treatment Considerations Module

1

What 3 key concepts from the CLL Treatment Considerations Module do you want to be sure to remember?

CLL University: Week 2

Treatment Considerations, Response Assessment, & Treatment Overview



Treatment Considerations Module (cont'd)

2

What questions about treatment considerations do you want answered during the discussion guide session?

CLL University: Week 2

Treatment Considerations, Response Assessment, & Treatment Overview

Treatment Considerations Module (cont'd)

Additional Notes

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Response Assessment Module

1

What key concepts from the Response Assessment module do you want to be sure to remember?

CLL University: Week 2

Treatment Considerations, Response Assessment, & Treatment Overview



Response Assessment Module (cont'd)

2

What questions about response assessment do you want answered during the discussion guide session?

CLL University: Week 2

Treatment Considerations, Response Assessment, & Treatment Overview

Response Assessment Module (cont'd)

Additional Notes

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CLL University: Week 2

Treatment Considerations, Response Assessment, & Treatment Overview



KOL Presentation:

Treatment Considerations and Response Assessment

1

What question(s) do you want answered from a KOL perspective?

2

What are some key takeaways from the KOL presentation that enhanced your learnings from this week?



Treatment Overview Module

1

What key concepts from the Treatment Overview module do you want to be sure to remember?

2

What questions about CLL treatment do you want answered during the discussion guide session?

CLL University: Week 2

Treatment Considerations, Response Assessment, & Treatment Overview

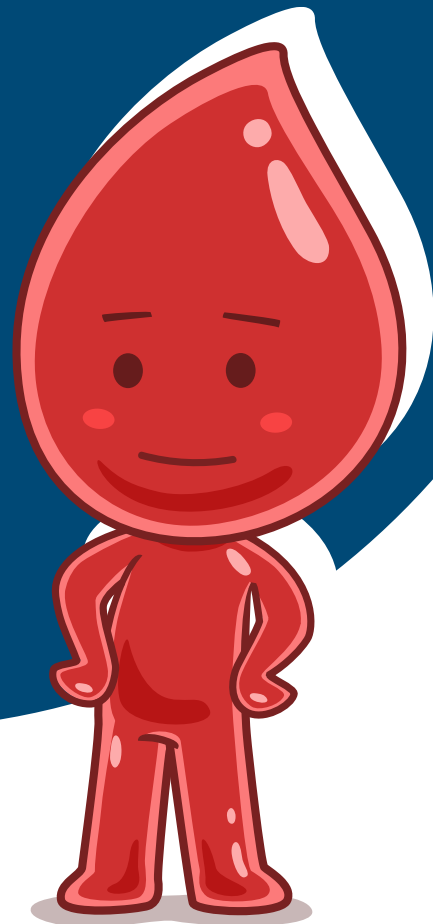
Treatment Overview Module (cont'd)

Additional Notes

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Week 3:
**Application of
Learnings Through
Workshops**



CLL University: Week 3

Application of Learnings Through Workshops



KOL Presentation:

Treatment Overview

1

What question(s) do you want answered from a KOL perspective?

2

What are some key takeaways from the KOL presentation that enhanced your learnings so far?

CLL University: Week 3

Application of Learnings Through Workshops

KOL Presentation (cont'd)

Additional Notes



CLL University: Week 3

Application of Learnings Through Workshops



Workshop 1

1

What are some key takeaways from Workshop 1 that enhanced your learnings from this week?

2

What questions came up from Workshop 1 that you would like answered during a study hall or future discussion call?

Week 4:
Further
Application of
Learnings



CLL University: Week 4

Further Application of Learnings

Workshop 2



1

What are some key takeaways from Workshop 2 that enhanced your learnings from this week?

2

What questions came up from Workshop 2 that you would like answered during a study hall or future discussion call?