Phad 495: Techniques of Pharmaceutical Sales
Pharmacy Administration
To introduce various strategies and tactics available to those who represent the pharmaceutical industry to therapy decision makers.
2 Credits
Cross-listed Courses
• Mktg 495: Techniques of Pharmaceutical Sales
Instruction Type(s)
• Lecture: Lecture for Phad 495
Subject Areas
• Pharmacy, Pharmaceutical Sciences, and Administration, Other
• Pharmacy Administration and Pharmacy Policy and Regulatory Affairs (MS, PhD)
• Pharmacy (PharmD - USA - PharmD, BS/BPharm - Canada)
• Pharmaceutical Marketing and Management
Related Areas
• Industrial and Physical Pharmacy and Cosmetic Sciences (MS, PhD)
• Medicinal and Pharmaceutical Chemistry
• Natural Products Chemistry and Pharmacognosy (MS, PhD)
• Pharmaceutical Marketing and Management
• Pharmaceutical Sciences
• Pharmaceutics and Drug Design (MS, PhD)
• Pharmacoeconomics/Pharmaceutical Economics (MS, PhD)
• Pharmacy (PharmD - USA - PharmD, BS/BPharm - Canada)
• Pharmacy Administration and Pharmacy Policy and Regulatory Affairs (MS, PhD)
• Pharmacy, Pharmaceutical Sciences, and Administration, Other