

# 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

#### **Prerequisites**

• Pre-Requisite: 24 Earned Hours

### **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)

#### **Related Areas**

- Clinical and Industrial Drug Development (MS, PhD)
- 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)

