

Phad 495: Techniques of Pharmaceutical Sales

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

- <u>Clinical and Industrial Drug Development (MS, PhD)</u>
- Industrial and Physical Pharmacy and Cosmetic Sciences (MS, PhD)
- Medicinal and Pharmaceutical Chemistry
- Natural Products Chemistry and Pharmacognosy (MS, PhD)
- <u>Pharmaceutical Marketing and Management</u>
- Pharmaceutical Sciences
- Pharmaceutics and Drug Design (MS, PhD)
- <u>Pharmacoeconomics/Pharmaceutical Economics (MS, PhD)</u>
- Pharmacy (PharmD USA PharmD, BS/BPharm Canada)

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