

# 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)

The University of Mississippi is accredited by the Southern Association of Colleges and Schools Commission on Colleges to award certificates and baccalaureate, master's, specialist, and doctoral degrees. Contact the Commission on Colleges at 1866 Southern Lane, Decatur, Georgia 30033-4097, call 404-679-4500, or visit online at www.sacscoc.org for questions about the accreditation.

