

## 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 \(MS, PhD\)](#)
- [Pharmacy \(PharmD - USA - PharmD, BS/BPharm - Canada\)](#)
- [Pharmaceutical Marketing and Management](#)

#### **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 Sciences](#)
- [Pharmaceutics and Drug Design \(MS, PhD\)](#)
- [Pharmacoeconomics/Pharmaceutical Economics \(MS, PhD\)](#)

