

# 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

## Instruction Type(s)

- Lecture: Lecture for Phad 495
- Lecture: Web-based 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**

- <u>Clinical and Industrial Drug Development (MS, PhD)</u>
- Industrial and Physical Pharmacy and Cosmetic Sciences (MS, PhD)
- Medicinal and Pharmaceutical Chemistry
- <u>Natural Products Chemistry and Pharmacognosy (MS, PhD)</u>
- **Pharmaceutical Sciences** •
- Pharmaceutics and Drug Design (MS, PhD) •
- Pharmacoeconomics/Pharmaceutical Economics (MS, PhD) •

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