

## Phad 495: Techniques for Pharm & Bio-Pharm Sales Pharmacy Administration

Phad 495 is a fully online course in which you will learn about the basic requirements, activities, responsibilities, and techniques for those employed as a pharmaceutical sales representative. You will learn introductory information regarding how pharmaceutical drugs are approved in the U.S., and the role of the salesperson in the in-person marketing and representation of those drugs to health care providers. You will also be introduced to the process of selling, take part in online discussions, quizzes, readings, and lectures, and have an individual interview with a medical representative identified by you.

3 Credits

### 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

- [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 \(MS, PhD\)](#)

