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PHARMACEUTICAL SALES TRAINING MANUAL

Revised 16th Edition

Napsr Pharmaceutical Sales Training Manual

Jane Williams



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A Franchise of One Neil Berliner, 2007-05 A Franchise of One Strategies for Pharmaceutical Sales is Dr Neil Berliner's new training and self help book for pharmaceutical representatives Dr Berliner is a highly experienced pharmaceutical trainer and speaker as well as being a regular contributor to Pharmaceutical Representative and its Doctor's World founder and columnist A Franchise of One introduces three valuable concepts for representatives which are explained and reinforced throughout the book These major concepts are 1 that representatives should view themselves as professional business people similar to franchisees of major corporations Franchise of One and that they should pay careful attention to their resources such as budget and time 2 that representatives should take specific actions during every call with their physicians to be perceived more as colleagues than as sales people minimizing the Implied Hierarchy and 3 that representatives should assess each physician as an individual so as to optimize message delivery during every detail opportunity Physician Specific Detailing

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tactics for breaking into pharmaceutical sales Working in the pharmaceutical industry is dynamic and competitive It is also quite rewarding as it allows you to make a meaningful difference in the quality of peoples lives Landing the right job as a pharmaceutical sales representative will be challenging and require a well thought out plan of action Kaputa and Zimmerman have put together some insightful Secrets that will put readers ahead of their competitors in the job search and prepare them for a successful start to a career in the industry Carrie Cox Executive Vice President and President Global Pharmaceuticals Schering Plough Corporation Learn The Secrets is a how to and how to think book that will show you how to land that first job as pharmaceutical sales representative It will give you the secrets new guidelines unwritten rules practical tools and resources you need You ll even learn industry jargon and how to position yourself in interviews so that you are what companies are looking for You ll find interactive exercises sample sales aids and practice role plays to prepare you for the most challenging questions and group interviews Learn The Secrets is your field guide to breaking into and succeeding in pharmaceutical sales

Powerful Pharmaceutical Sales Manual and CD Daniel Farb, M.D., Susan Postnikoff, Cynthia Drake, Bruce Gordon, 2004-01 This is a comprehensive course with over 100 videos and animations for the pharmaceutical sales representative on sales skills to use with doctors and hospitals while observing correct procedures and building trust It takes the attitude that consultative selling and considerate behavior create the most productive client relationships

A Study of Programs for Training Pharmaceutical Sales Representatives in the U.S. Ethical Drug Industry Edward F. Marcoon, 1968

Off-Label Navigator Bruce Armon, John Reiss, 2008-10-08 Off Label Navigator On the Road Guide for Pharmaceutical Sales Representatives Off label promotion of prescription drugs is perhaps the most challenging area for sales representatives when detailing to physicians Any suggestion by the pharmaceutical professional of uses for a product not on the product s FDA approved label can have significant consequences usually in the form of hefty fines It is imperative that your sales force know what they can and cannot say to physicians while marketing your products The Off label Navigator On the Road Guide for Pharmaceutical Sales Representatives is a convenient pocket guide that will educate pharmaceutical sales staff on how to promote products while remaining in compliance The guide contains important information about off label regulations established by the OIG and practical case studies that demonstrate how to handle certain gray areas your staff may encounter while detailing to physicians Customize with your company logo and policies Ask us for a free sample The Off Label Navigator can be customized with your company s logo and policies and procedures Ask us for a free sample For more information please call Maureen Croce at 866 464 2776 or email mcroce hcpro com Relevant as a training tool for your new sales staff or a refresher for your seasoned sales representatives the Off label Navigator On the Road Guide for Pharmaceutical Sales Representatives is sold in packs of 25 pocket guides for distribution to your team It contains clear explanations and practical examples of important off label compliance topics to ensure staff will be able to Identify violations of the off label rules and regulations Describe the consequences of promoting products for off label uses Respond to inquiries

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