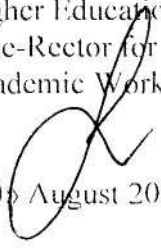


National Pirogov Memorial Medical University, Vinnytsya


«Approved»

Higher Educational Institution
Vice-Rector for Scientific and
Academic Work and International Links


Inna ANDRUSHKO
«30» August 2024

«Agreed»

Head of the Department of Pharmacy


Olena KRYVOVIAZ
«30» August 2024 year

SYLLABUS
of academic discipline
Pharmaceutical Representative

Specialty	226 Pharmacy, industrial pharmacy
Specialization	226.01 Pharmacy
Educational level	Master of Pharmacy
Educational program	EPP "Pharmacy" (2023)
Academic year	2024 - 2025
Department	Department of Pharmacy
Lecturer	Assoc. prof. Alona Voronkina
Contact information	pharmacy@vinnicu.edu.ua Vinnytsya, Pirogov str., 56
Compiler of the syllabus	Assoc. prof. Alona Voronkina

1. Status and structure of the discipline

Status of discipline	elective
Discipline code in the EPP / place of discipline in the EPP	EC 37 "Training of pharmaceutical representative" // discipline of professional training
Course/semester	3rd year (VI semester)
Volume of discipline (total number of hours/ number of ECTS credits)	90 hours / 3 ECTS credits
Number of modules	1
Structure of the discipline	Full-time form of study Lectures - 10 hours Practical classes 30 hours Independent work 50 hours Extramural form of study Lectures - 4 hours Practical classes - 8 hours Independent work - 78 hours
Language of instruction	Ukrainian, English
Form of study	Full-time, extramural (or remote according to the order)

2. Description of the discipline

Brief summary of the course, relevance. The elective course "Training of a pharmaceutical representative" refers to the cycle of disciplines of professional training of a higher education applicant in the specialty "Pharmacy, industrial pharmacy". The main tasks of the discipline are: acquaintance with the role of a pharmaceutical representative in the labor market and in the modern health care system; mastering the main tasks, responsibilities and skills necessary for the work of a pharmaceutical representative; providing theoretical knowledge and practical skills for conducting a comparative analysis of medicines and analysis of the competitive environment; development of skills necessary for preparing a presentation depending on the target audience; acquaintance with the basics of sales skills; formation of students' personal and professional skills; development of a personal and professional attitude towards the pharmaceutical representative.

According to the curriculum, the discipline is studied in the 3rd year of study, and includes practical classes and independent work of the student.

Practical classes consider the place and role of a pharmaceutical representative in the pharmaceutical business, his tasks, responsibilities, skills and tools necessary for professional activity, the basics of salesmanship and the principles of working with different clients.

The organization of the educational process is carried out according to the credit-transfer system. The volume of students' workload is described in ECTS credits - credits that are awarded to students upon successful completion of the course.

The elective course program consists of one section. The credit transfer system of the educational process encourages students to study systematically.

Types of training sessions according to the curriculum are practical classes, independent work of students. Practical classes according to the method of their organization are theoretical, because they include

- written (test) control of students' knowledge assimilation;
- oral control of knowledge acquisition by students (questioning on the topic of the lesson);
- work with reference literature;
- solving situational problems;
- reports of students when writing essays.

Mastering the topic is controlled in practical classes in accordance with the specific objectives of the topic. The methods of control are: test tasks, situational tasks, abstract reports, computer test control, questions for the test. In order to obtain operational data on the level of knowledge and skills on each topic, the following are conducted

- individual oral questioning on theoretical issues based on the recommended literature, which are included in the methodological developments on relevant topics;
- solving tests of the input level of knowledge on the topic of the lesson based on the recommendations in the methodological developments;
- solving situational problems, tasks of the output level of knowledge on the topic of the lesson according to the sample in the methodological developments;
- abstract reports followed by discussion.

Final control (credit) for the course is provided after its finishing. The evaluation of the student's success in the discipline is a rating and is given on a multi-point scale and is defined according to the ECTS system and the scale used in Ukraine.

Prerequisite - Elective course "Pharmaceutical representative" is based on the study of philosophy, foreign and Ukrainian languages, computer modeling in pharmacy, higher mathematics and statistics, introduction to pharmacy, sociology and medical sociology, logic, formal logic, economic theory. The discipline is integrated with such disciplines of the curriculum as ethics and deontology in pharmacy, pharmacology, side effects of drugs.

The purpose of the course and its significance for professional activity: the purpose of teaching the discipline " Pharmaceutical representative " is to prepare specialists for the pharmaceutical industry who have sufficient theoretical knowledge and practical skills for the successful promotion of medicines in a market economy.

Postrequisite - the discipline is the basis for the study of management and marketing in pharmacy, organization of pharmacy economics, clinical pharmacy and pharmaceutical care, pharmacoeconomics, pharmacotherapy with pharmacokinetics, pharmaceutical and medical commodity science, social pharmacy. The discipline is an additional element of professional training, contributes to the formation of pharmaceutical thinking, provides the necessary knowledge for pharmaceutical activities.

3. Learning outcomes of the discipline:

Competences and learning outcomes, the formation of which contributes to the discipline.

Integral (IC): The ability to solve complex problems and critically consider and solve practical problems in professional pharmaceutical and/or research and innovation activities using the provisions, theories and methods of fundamental, chemical, technological, biomedical and socio-economic sciences; integrate knowledge and solve complex issues, formulate judgments based on insufficient or limited information; clearly and unambiguously communicate own knowledge, conclusions and their validity to professional and non-professional audiences.

General competences (GC):

GC 02. Ability to abstract thinking, analysis and synthesis.

GC 03. Knowledge and understanding of the subject area and understanding of professional activity.

GC 04. Ability to adapt and act in a new situation. Ability to show initiative.

GC 05. The ability to communicate in the state language both orally and in writing, the ability to communicate in a foreign language (mainly English) at a level that ensures effective professional activity.

GC 06. Skills of using information and communication technologies.

GC 07. The ability to choose a communication strategy, the ability to work in a team and with experts from other fields of knowledge/types of economic activity.

GC 08. Ability to evaluate and ensure the quality of performed works.

GC 09. Ability to conduct research at the appropriate level.

GC 10. The ability to realize one's rights and responsibilities as a member of society, to realize the values of a civil (free democratic) society and the need for its sustainable development, the rule of law, the rights and freedoms of a person and a citizen in Ukraine.

GC 11. The ability to preserve and multiply moral, cultural, scientific values and achievements of society based on an understanding of the history and patterns of development of the subject area, its place in the general system of knowledge about nature and society and in the development of society, techniques and technologies, use different types and forms motor activity for active recreation and leading a healthy lifestyle.

Special (professional, subject) competences (PC):

PC 01. Ability to collect, interpret and apply data necessary for professional activity, research and implementation of innovative projects in the field of pharmacy.

PC 02. Ability to integrate knowledge and solve complex pharmacy problems in broad or multidisciplinary contexts.

PC 03. Ability to solve pharmacy problems in new or unfamiliar environments in the presence of incomplete or limited information, taking into account aspects of social and ethical responsibility.

PC 04. Ability to use knowledge of regulatory and legislative acts of Ukraine and recommendations of proper pharmaceutical practices in professional activity.

PC 05. The ability to demonstrate and apply in practical activities communicative communication skills, fundamental principles of pharmaceutical ethics and deontology, based on moral obligations and values, ethical standards of professional behavior and responsibility in accordance with the Code of Ethics of Pharmaceutical Workers of Ukraine and WHO guidelines.

PC 06. The ability to clearly and unambiguously convey one's own knowledge, conclusions and arguments in the field of pharmacy to specialists and non-specialists, in particular to students.

PC 07. The ability to carry out sanitary and educational work among the population for the purpose of prevention of common diseases, prevention of dangerous infectious, viral and parasitic diseases, as well as for the purpose of promoting timely detection and support of adherence to the treatment of these diseases according to their medico-biological characteristics and microbiological features .

PC 10. The ability to monitor the effectiveness and safety of the use of medicinal products by the population according to data on their clinical and pharmaceutical characteristics.

Learning outcomes:

Integrative final program learning outcomes, the formation of which is facilitated by the educational discipline:

PLO 01. Apply specialized knowledge and skills/skills from general and professional disciplines in professional activities.

PLO 02. Critically interpret scientific and applied problems in the field of pharmacy.

PLO 03. Assess and ensure the quality and efficiency of activities in the field of pharmacy.

PLO 04. To comply with the norms of the sanitary and hygienic regime and the requirements of safety equipment when carrying out professional activities.

PLO 05. Plan and implement professional activities on the basis of normative legal acts of Ukraine and recommendations of proper pharmaceutical practices.

PLO 06. To carry out professional communication in the state language, to use the skills of oral communication in a foreign language, analyzing texts of a professional orientation, and to translate foreign language information sources.

PLO 07. Demonstrate the ability to independently search, analyze and synthesize information from various sources, including professional literature, patents, databases; its assessment, in particular, using statistical analysis, as well as the application of these results for solving typical and complex specialized tasks of professional activity, including regarding the development and production of medicinal products.

PLO 08. Develop and make effective decisions to solve complex/complex problems of pharmacy personally and based on the results of joint discussion; to formulate the goals of one's own activity and the activity of the collective, taking into account public and industrial interests, the general strategy and existing limitations, to determine the optimal ways of achieving the goals.

PLO 09. Develop and implement innovative projects in the field of pharmacy, as well as related interdisciplinary projects taking into account technical, social, economic, ethical, legal and environmental aspects.

PLO 10. To carry out sanitary and educational work in professional activities in the event of outbreaks of infectious, viral and parasitic diseases.

PLO 11. Provide pre-medical assistance to patients with urgent conditions and victims in extreme situations.

PLO 12. Contribute to the preservation of health, in particular the prevention of diseases, the rational prescription and use of medicinal products. To faithfully fulfill one's professional duties, to comply

with the legislation on the promotion and advertising of medicinal products. Possess psychological communication skills to achieve trust and mutual understanding with colleagues, doctors, patients, consumers.

PLO 14. Determine the advantages and disadvantages of drugs of various pharmacological groups, taking into account their chemical, physicochemical, biopharmaceutical, pharmacokinetic and pharmacodynamic characteristics. Recommend to consumers non-prescription drugs and other products of the pharmacy assortment with the provision of advisory assistance and pharmaceutical care.

PLO 15. Formulate, argue, clearly and specifically convey to specialists and non-specialists, including higher education students, information based on one's own knowledge and professional experience, the main trends in the development of world pharmacy and related industries.

PLO 16. Record cases of side effects when using medicinal products of natural and synthetic origin; evaluate the factors that can affect the processes of absorption, distribution, deposition, metabolism and excretion of drugs and are determined by the condition and characteristics of the human body and the pharmaceutical characteristics of drugs.

PLO 17. Implement appropriate organizational and management measures to provide the population and health care institutions with medicines and other products of the pharmacy assortment; to carry out all types of reporting and accounting in pharmacy institutions, administrative record-keeping and commodity analysis.

PLO 18. To ensure competitive positions and effective development of pharmaceutical organizations, including taking into account the results of marketing research and market processes at the national and international levels.

Learning outcomes for the discipline:

According to the requirements of the educational and professional program, students should know:

- qualities necessary for the work of a pharmaceutical representative;
- professional responsibilities of a medical representative;
- requirements of the pharmaceutical company to the pharmaceutical representative;
- psychological types of interlocutors;
- methods of motivation and self-motivation;
- important aspects of verbal and non-verbal business communication;
- principles of evidence-based medicine, which are necessary in the work of a pharmaceutical representative;
- methods of positioning, differentiation and branding in the promotion of medicinal products

(MP):

- modern data on the state of the world and domestic pharmaceutical market;
- principles of preparation and conducting of presentation for the target audience (doctors, supervisors);
- peculiarities of promotion of medicinal products in pharmacy / polyclinic and hospital sectors;
- techniques of visits to the clinic, hospital and pharmacy (initial and repeated visits).

be able to:

- write a resume for employment as a pharmaceutical representative;
- conduct a business conversation with a doctor (pharmacist) taking into account his psychotype;
- use verbal and non-verbal methods in business communication;
- determine the advantages of medicinal products for their successful promotion in the pharmaceutical market;
- find information on the evidence of effectiveness and safety of drugs;
- create a presentation and deliver it to a target audience;
- allocate and optimize time for the work of a pharmaceutical representative.

4. Content and logistics of the discipline

Module 1: Professional activity of a pharmaceutical representative: tasks, responsibilities and skills. Fundamentals of sales skills	VI semester 90 years / 3 credits	Full-time form: Lectures № 1 - № 5 Practical classes № 1 - № 15 Topics for self-study № 1 - № 15 Extramural form: Lectures № 1 - № 2 Practical classes № 1 - № 4 Topics for self-study № 1 - № 20
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The discipline (full-time form) includes 15 topics, which are structured into 1 module.

The discipline (extramural form) includes 4 topics, which are structured into 1 module.

Topics of lectures for 3rd year students (full-time form)

№	Lecture topic	Hours	Lecturer
1	The role of pharmaceutical representative in the pharmaceutical business. Psychological aspects of the work of a pharmaceutical representative.	2	Assoc. prof. Alona Voronkina
2	Preparation of information about medicines and application of the principles of evidence-based medicine in the work of a pharmaceutical representative. Work of pharmaceutical representative with promotional materials. Visual support of the visit.	2	Assoc. prof. Alona Voronkina
3	Algorithm of preparation and presentation depending on the specifics of the target audience. Highlighting the benefits of medicines as the main prerequisite for their successful promotion. The importance of advertising in the work of a pharmaceutical representative.	2	Assoc. prof. Alona Voronkina
4	Basic principles of effective business communication. Important aspects of verbal and non-verbal communication that affect the results of business communication.	2	Assoc. prof. Alona Voronkina
5	Features of the visit of a pharmaceutical representative to a pharmacy, hospital, clinic. Basics of merchandising. Principles of work of pharmaceutical representative at the exhibition. Basics of time management.	2	Assoc. prof. Alona Voronkina
	Total	10	

Topics of lectures for 3rd year students (extramural form)

№	Lecture topic	Hours	Lecturer
1	The role of pharmaceutical representative in the pharmaceutical business. Psychological aspects of the work of a pharmaceutical representative. The importance of advertising in the work of a pharmaceutical representative.	2	Assoc. prof. Alona Voronkina
2	Features of the visit of a pharmaceutical representative to a pharmacy, hospital, clinic. Basics of merchandising. Principles of work of pharmaceutical representative at the exhibition. Basics of time management.	2	Assoc. prof. Alona Voronkina
	Total	10	

Topics of practical classes for 3rd year students

(full-time form)

No	Name of the topic of the practical class	Hours
Module 1. Professional activity of a pharmaceutical representative: tasks, responsibilities and skills. Basics of selling skills		
1.	The role of a pharmaceutical representative in the pharmaceutical business.	2
2.	Preparation of information about medicines and application of evidence-based medicine principles in the work of a pharmaceutical representative.	2
3.	Highlighting the benefits of medicines as the main prerequisite for their successful promotion in the pharmaceutical market.	2
4	The importance of advertising in the work of a pharmaceutical representative.	2
5.	Algorithm of preparation and conduct of presentation depending on the specifics of the target audience.	2
6.	Work of pharmaceutical representative with promotional materials. Visual support of the visit.	2
7.	Psychological aspects of the pharmaceutical representative's work.	2
8.	Basic principles of effective business communication.	2
9.	Important aspects of verbal and non-verbal communication that affect the results of business communication.	2
10.	Basics of time management.	2
11.	Features of the pharmaceutical representative's visit to the pharmacy, the basics of merchandising.	2
12.	Features of the pharmaceutical representative's visit to the hospital.	2
13.	Visit of a pharmaceutical representative to the clinic: preparation, stages, criteria for evaluating the effectiveness.	2
14.	Principles of work of pharmaceutical representative at the exhibition.	2
15.	Final lesson on module № 1. Credit	2
	Total	30

Topics of practical classes for 3rd year students

(extramural form)

No	Name of the topic of the practical class	Hours
Module 1. Professional activity of a pharmaceutical representative: tasks, responsibilities and skills. Basics of selling skills		
1.	The role of a pharmaceutical representative in the pharmaceutical business. Preparation of information about medicines and application of evidence-based medicine principles in the work of a pharmaceutical representative. Highlighting the benefits of medicines as the main prerequisite for their successful promotion in the pharmaceutical market.	2
2.	Algorithm of preparation and conduct of presentation depending on the specifics of the target audience. Work of pharmaceutical representative with promotional materials. Visual support of the visit. The importance of advertising in the work of a pharmaceutical representative.	2
3.	Basics of time management. Psychological aspects of the pharmaceutical representative's work. Basic principles of effective business communication. Important aspects of verbal and non-verbal communication that affect the results of business communication.	2
4.	Features of the pharmaceutical representative's visit to the pharmacy, to the clinic and to the hospital. The basics of merchandising. Principles of work of pharmaceutical representative at the exhibition. Credit.	2
	Total	8

List of topics for independent work

(full-time form)

№	Topic title	Hours
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Module 1: Professional activity of a pharmaceutical representative: tasks, responsibilities and skills. Fundamentals of sales skills		
1.	Professional ethics in the work of pharmaceutical representative and pharmaceutical companies in general.	3
2.	History of the formation of the profession of pharmaceutical representative in Ukraine and the world. Features of the pharmaceutical market in Ukraine.	3
3.	Psychological aspects of the pharmaceutical representative's work: identifying the current needs of the doctor according to A. Maslow's pyramid, their implementation.	3
4.	Use of evidence-based medicine by pharmaceutical representative for successful promotion of drugs in the pharmaceutical market of Ukraine.	4
5.	Marketing information system: definition, principles of its formation, components. Principles of information, requirements to it, its sources.	3
6.	Positioning strategy: basic approaches, their characteristics.	4
7.	Branding as a type of marketing activity. Its role in the activities of a pharmaceutical representative.	3
8.	Evaluation of the effectiveness of drug advertising: types, methods, their characteristics.	4
9.	Effective techniques of drug presentation depending on the specifics of the target audience: verbal and non-verbal part of the presentation.	3
10.	Highlighting the benefits of medicines as the main prerequisite for their successful promotion.	3
11.	Business conversation as a way to successful work of pharmaceutical representative: stages of preparation and rules of conduct.	3
12.	Articulation as a powerful tool for a business conversation between a pharmaceutical representative and a doctor: algorithm of working out and methods of application.	3
13.	Merchandising in the pharmacy. Its features, importance for the promotion of drugs in the pharmaceutical market.	4
14.	Criteria for evaluating the effectiveness of the pharmaceutical representative's visit to the clinic. Analysis by S.M.A.R.T.	3
15.	Pharmaceutical representative's visit to the hospital: key stages and techniques. Strategy of working with objections.	4
	Total	50

List of topics for independent work
(extramural form)

No	Topic title	Hours
Module 1: Professional activity of a pharmaceutical representative: tasks, responsibilities and skills. Fundamentals of sales skills		
1.	Professional ethics in the work of pharmaceutical representative and pharmaceutical companies in general.	3
2.	History of the formation of the profession of pharmaceutical representative in Ukraine and the world. Features of the pharmaceutical market in Ukraine.	3
3.	Psychological aspects of the pharmaceutical representative's work: identifying the current needs of the doctor according to A. Maslow's pyramid, their implementation.	4
4.	Use of evidence-based medicine by pharmaceutical representative for successful promotion of drugs in the pharmaceutical market of Ukraine.	4
5.	Marketing information system: definition, principles of its formation, components. Principles of information, requirements to it, its sources.	4
6.	Positioning strategy: basic approaches, their characteristics.	5
7.	Branding as a type of marketing activity. Its role in the activities of a pharmaceutical representative.	3
8.	Evaluation of the effectiveness of drug advertising: types, methods, their characteristics.	4

9.	Effective techniques of drug presentation depending on the specifics of the target audience: verbal and non-verbal part of the presentation.	5
10.	Business conversation as a way to successful work as a pharmaceutical representative: stages of preparation and rules of conduct.	3
11.	Articulation as a powerful tool of business conversation between a pharmaceutical representative and a doctor: algorithm of practice and methods of application.	3
12.	Merchandising in the pharmacy. Its features, importance for the promotion of drugs in the pharmaceutical market.	4
13.	Criteria for evaluating the effectiveness of the pharmaceutical representative's visit to the clinic. Analysis by S.M.A.R.T.	4
14.	Pharmaceutical representative's visit to the hospital: key stages and techniques. Strategy of working with objections.	5
15.	The concept of modern time management.	4
16.	Work of a pharmaceutical representative with key clients: planning, strategy, tactics.	4
17.	Technologies of an effective visit of a pharmaceutical representative.	4
18.	Peculiarities of the pharmaceutical representative's work with pharmacies.	5
19.	Peculiarities of telephone communication in the work of a pharmaceutical representative	3
20.	Peculiarities of the work of a pharmaceutical representative at an exhibition: preparation, responsibilities of a pharmaceutical representative, exhibition technologies.	4
	Total	78

The topics of the lecture course reveal the problematic issues of the relevant sections of the discipline. Practical classes provide theoretical substantiation of the main issues of the topic and mastering the following practical skills:

- 1) written (test) control of knowledge acquisition by students;
- 2) oral control of knowledge acquisition by students (questioning on the topic of the lesson);
- 3) work with reference literature;
- 4) solving situational problems;
- 5) reports of students when writing essays.

Independent work of the student involves preparation for practical classes and intermediate controls, studying topics for independent extracurricular work, writing essays, preparing presentations, tables. Control of mastering the topics of independent extracurricular work is carried out at intermediate control classes and final control of the discipline.

Individual work includes the study of scientific literature, preparation of reviews on the topics provided for presentation at meetings of the student scientific circle, implementation of scientific and practical research, participation in specialized competitions, scientific and practical conferences, competitions of student research papers.

Thematic plans of lectures, calendar plans of practical classes, thematic plan of independent extracurricular work, the scope and directions of individual work are published on the website of the department.

The route for obtaining materials: Department of pharmacy/ Student / Full-time study / (specialty "pharmacy, industrial pharmacy") /III course/Teaching materials/ or at the link https://www.vnmua.edu.ua/department_of_pharmacy#. Access to materials is carried out from the student's corporate account s000XXX@vnmua.edu.ua.

5.Forms and methods of control of learning progress

Current control in practical classes	Methods: oral or written questioning, testing, electronic questioning, solving situational problems, correction of prescriptions
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Control of mastering the thematic section of the discipline at intermediate control classes	Methods: oral or written questioning, electronic testing, solving situational problems, control of practical skills
Final control of the discipline - <u>credit</u>	Methods: testing, oral questioning (according to the regulations on the organization of the educational process in Pirogov National Medical University (link https://www.vnmu.edu.ua/Загальна information / Basic documents))
Means of diagnostics of learning progress	Theoretical questions, tests, clinically oriented situational tasks, practical tasks, demonstration of practical skills

6. Evaluation criteria

Assessment of knowledge is carried out in accordance with the Regulations on the organization of the educational process in the Pirogov National Medical University (link [https://www.vnmu.edu.ua/General information/Basic documents](https://www.vnmu.edu.ua/General%20information/Basic%20documents))

Current control	According to the four-point system of traditional grades: 5 "excellent," 4 "good," 3, "satisfactory," 2, "unsatisfactory."
Offset	On a 200-point scale (arithmetic mean grade for the semester is converted into points) Passed: from 122 to 200 points Not credited: less than 122 points (see the grading scale)

Grading scale: national and ECTS

Sum of points for all types of learning activities	Estimation of ECTS	Assessment on the national scale	
		for the examination, course project (work), practice	for credit
180-200	A	perfectly	enrolled
170-179,99	B	well	
160-169,99	C		
141-159,99	D	satisfactorily	
122-140,99	E	satisfactorily	
0-121,99	FX	unsatisfactory with the possibility of retaking	unsatisfactory with the possibility of retaking
	F	unsatisfactory with mandatory re-study of the discipline	unsatisfactory with mandatory re-study of the discipline

7. Policy of the discipline/course

The student has the right to receive quality educational services, access to modern scientific and educational information, qualified advisory assistance in the study of the discipline / course and mastering practical skills. The policy of the department in the provision of educational services is student-centered, based on the regulations of the Ministry of Education and the Ministry of Health of Ukraine, the Statute of the Pirogov National Medical University and the procedure for providing educational services regulated by the Regulations on the organization of the educational process at the Pirogov National Medical University, and on the principles of academic integrity.

Compliance with the rules of order of VNMU, safety in practical classes. Safety briefing is conducted at the first practical lesson by the teacher. The briefing is registered in the Safety Briefing Journal. A student who has not been briefed is not allowed to participate in practical classes.

In the case of the announcement of the signal "**Air raid alarm**" or other warning signals, the teacher stops the class, informs the students of higher education about the need to proceed to the shelter of civil defense and stay there until the signal is canceled. The teacher informs the students of higher education about further actions after canceling the signal: to continue the class or to recommend completing the material independently with a further survey at the next class (order No. 505 dated 08/30/2023).

Requirements for preparation for practical classes. The student must be prepared for practical classes, tasks to prepare for the current topic must be completed.

You should come to class on time, without being late. A student who is late is not allowed to the class and must work it out in the prescribed manner.

During practical classes, the student must be dressed in a working uniform. Students who do not have working uniforms are not allowed to attend classes.

The student must follow the safety rules in practical classes and while being in the premises of the department.

During the discussion of theoretical issues, students must demonstrate tolerance, courtesy and respect for their colleagues and the teacher; when performing practical tasks, the workplace must be kept in order and cleaned up after practical work.

Use of mobile phones and other electronic devices. The use of mobile phones and other electronic devices in the classroom is allowed only at the direction of the teacher.

Academic integrity. During the study of the discipline, the student must be guided by the Code of Academic Integrity of the Pirogov National Medical University. In case of violation of the norms of academic integrity during the current and final controls, the student receives a grade of "2" and must work it out in the prescribed manner within two weeks.

Missing classes. Missed classes are worked out in the manner prescribed in the Regulations on the organization of the educational process at the Pirogov National Medical University at the time determined by the schedule of workouts published on the website of the department and posted on the information stands of the department.

The procedure for admission to the final control of the discipline is given in the Regulations on the organization of the educational process in the Pirogov National Medical University. Students who have no missed unworked classroom classes provided by the curriculum of the discipline / course and have scored the minimum number of points corresponding to the national scale "3" are allowed to the final control.

Additional individual points. Individual points in the discipline in accordance with the Regulations on the organization of the educational process in the Pirogov National Medical University, a student can receive for individual work in case of its successful implementation. The number of points depending on the volume and importance of such work can be in the range of 6 - 12.

Resolution of conflict issues. In case of conflict situations, the applicant for higher education has the right to submit an appeal, which is considered in accordance with the Regulations on the consideration of appeals of applicants for higher education in the Pirogov National Medical University.

Politics in terms of distance learning. The order of distance learning is regulated by the Regulations on the introduction of elements of distance learning in National Pirogov Memorial Medical University, Vinnytsya. The procedure for conducting practical classes and lectures, reworks and consultations during distance learning is published on the website of the department.

Teacher feedback is provided through the distance learning platform (Microsoft Teams), messengers or e-mail (at the teacher's choice) during business hours.

A student of higher education has the right to receive quality educational services, to have access to modern scientific and educational information, qualified advisory assistance during the study of the discipline and mastering practical skills. The policy of the department during the provision of educational services is student-centered, based on regulatory documents of the Ministry of Education and the Ministry of Health of Ukraine, the university charter and the procedure for providing educational services, regulated by the basic points of the organization of the educational process at NPMU and the principles of academic integrity.

Learning resources

Educational and methodological support of the discipline is published on the website of the department (<https://www.vnmnu.edu.ua> - Department of Pharmacy / Student). Consultations are held twice a week according to the consultation schedule.

9. The schedule and distribution of groups by teachers is published on the website of the department (<https://www.vnmnu.edu.ua> - Department of Pharmacy / Student).

10. Questions to the intermediate and final control of the discipline are published on the website of the department (<https://www.vnmnu.edu.ua> - Department of Pharmacy / Student).

Syllabus in the discipline "Pharmaceutical representative" was discussed and approved at the meeting of the pharmacy department (protocol №1, from "30" August 2024 year)

for the academic

Head of the department




Alona VORONKINA

Olena KRYVOVIAZ