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*Pharmaceutical Sales
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Page 8/46

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PHARMACEUTICAL SALES

TRAINING MANUAL DESCRIPTION:

The association's 16th

Edition CNPR Pharmaceutical

Sales Manual prepares

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while providing the vocational knowlege needed for anyone looking to break into the pharmaceutical industry. The CNPR manual covers many subjects recommended for any entry-level candidate.

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Pharmaceutical sales training manual 1. How are drugs sorted into therapeutic groups and classes? A. first by the conditions that they are used to treat. and then by their mechanisms of action

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B. first by their mechanisms of action. and then by their therapeutic effects

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Which of the following is NOT one of the stages in the classic approach to brand development strategy covered in your manual? A. brand personality. B. brand positioning. C. brand

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- Page 3 ...

Page 41/46

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has thoroughly reviewed our Training Manual, they have the option of scheduling for the CNPR examination.

Napsrx Certification Manual
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