PHARMACEUTICAL MANAGEMENT

1. Introduction to management

Types of management. Basic concepts of management, management process, function and principles. Levels of management, pharmaceutical management art, science or profession. Social responsibilities of management, functions of management.

2. Planning and Forecasting

Planning: Nature, process and types of planning, steps in the planning process, planning premises. Advantages and limitations of planning. Management by objective, meaning, objective features, advantages and limitations. Forecasting: meaning, nature, importance, limitations. Techniques of forecasting.

3. Organization

Definition, nature, theories, functions, line and staff organization concepts.

4. Research Management

R & D organizations and research categories. Elements needed for an R & D organization. Technology transfer.

5. Inventory Management

Objective and functions of inventory control. Types of inventories. Requirements of effective inventory control.

6. Communication

Nature, types of communication, process, channels and barriers of communication. Limitations of communications. Importance in pharmaceutical industries.

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7. Marketing Research

New product selection, product management, advertising.

8. Leadership and motivation

Leadership: meaning, nature, leadership styles. Theories of leadership. Motivation: meaning, nature, importance. Theories of motivation.

9. Human resource and development (HRD)

Definition, HRD methods, HRD process, HRD in Indian industry.

10. GATT

General Agreement on Tariff and Trade and its impact on the pharmaceutical industry. History of GATT, its impact on the pharmaceutical industry. Pharmaceutical market in India.

11. World trade organization (WTO) and trade-related intellectual property rights (TRIPS)

Introduction to WTO. Types of intellectual property rights: industrial property and copyrights Indian Patent Acts, 1970 with the latest amendment. Definition, types of patents.

12. Standard institutions and regulatory authorities

1. Bureau of Indian Standards (BIS).
2. International Organization for Standardization (ISO).
3. United States of Food and Drug Administration (USFDA).
4. Central Drug Standard Control Organization (CDSCO).
5. International Conference on Harmonization (ICH).
6. World Health Organization (WHO).

PHARMACEUTICAL JURISPRUDENCE

1. Historical background Drug legislation in India, Code of Ethics for Pharmacists.
2. The Pharmacy Act 1948 (inclusive of recent amendments).
3. Drugs and Cosmetics Act 1940, Rules 1945, including New Drug applications.
4. Narcotic Drugs and Psychotropic Substances Act, and Rules thereunder.
5. Drugs and Magic Remedies (Objectionable Advertisements) Act 1954.
6. Medicinal and Toilet Preparations (Excise Duties) Act 1955, Rules 1976.
7. Medical Termination of Pregnancy Act 1970 and Rules 1975.
8. Prevention of Cruelty to Animals Act 1960.
9. Drug (Price Control) Order.
10. Shops and Establishment Act.
11. Factory Act.
12. Consumer Protection Act.
13. Indian Pharmaceutical Industry- An Overview.
14. Industrial Development and Regulation act 1951.
15. Introduction to Intellectual Property Rights and Indian Patent Act 1970.
16. An Introduction to Standard Institutions and Regulatory Authorities such as BIS, ASTM, ISO, TGA, USFDA, MHRA, ICH, WHO.
17. Minimum Wages Act 1948.
18. Prevention of Food Adulteration Act 1954 and Rules

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DISPENSING & HOSPITAL PHARMACY

1. Introduction to laboratory equipment, weighing methodology, handling of prescriptions, labeling instructions for dispensed products.

2. Posological calculations involved in the calculation of dosage for infants. Enlarging and reducing formula, displacement value.

3. Preparations of formulations involving allegation, alcohol dilution, isotonic solution.

4. Study of current patent and proprietary products, generic products and selected brand products, indications, contraindications, adverse drug reactions, available dosage forms and packing of

- Antihypertensive drug
- Antiamoebic drugs
- Antihistaminic drugs
- Antiemetic drugs
- Antacids and ulcer healing drugs.
- Antidiarrheals and laxatives
- Respiratory drugs
- Antibiotics
- Analgesics and antipyretic drugs.

5. Compounding and dispensing of following prescriptions

- Mixtures
- Solutions
- Emulsions
- Lotions (External preparations)

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- Liniments (External preparations)
- Powder
- Granules
- Suppositories
- Ointments / Paste Cream
- Incompatibility: Prescription based on physical, chemical and therapeutic incompatibility.
- Tablets
- Inhalations

6. Reading and counseling of prescriptions from the clinical practice.

- Designing from mock Pharmacy: Layout and structure of retail Pharmacy, compounding, dispensing, storing, labeling, pricing, recording and counseling of prescription.
- Procurement of information for the given drug for drug information services.
- Preparation of Hospital Formulary.

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