

CNPR Certification Exam Study Guide Chapter 1-4

Pharmaceuticals - medicines and vaccines for human and animal use. products may have a brand name or be generic, and they may be prescription or OTC

Diagnostic - equipment and supplies used in screening, detecting, and monitoring disease. can range from simple home testing kits to sophisticated imaging technologies

Medical devices - advanced instrumentation and appliances used for medical therapy, such as joint replacements, implantable defibrillators, and pacemakers. Also includes drug delivery devices such as syringes, infusion pumps, metered dose inhalers, and trans-dermal patches

Medical supplies - Commodity, high-volume supplies such as surgical gowns and gloves

Durable medical equipment - reusable products for health-related use in the home such as walkers, wheelchairs, oxygen equipment, prosthetics, hospital beds

Home-Based Care - Patients/consumers and their families and friends
home health nurses and aides

Primary Care (checkups and general health issues) - OB/GYN
family/general practitioners
internists

Secondary Care (specialized outpatient consults) - specialists

Tertiary Care (inpatient) - community hospitals
academic medical centers
skilled nursing facilities

End-stage care - skilled nursing facilities
hospitals
hospices

HMO - Health Maintenance Organization

PBM - Pharmacy Benefit Manager
act as intermediaries between pharmaceutical companies and large drug purchasers

GMP guidelines - good manufacturing practices

What is the average review time for a new drug? - 18 months

DM - district manager

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N.a.p.s.r



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