
NAPSR CNPR Exam questions and answers

Job Description - Answer-Provide valid, proven, R&D based information about the company's medications

Selling Process - Answer-Initiate, establish, and then maintain a relationship with a physician

Pharmaceuticals - Answer-Medicines and vaccines for human and animal use. Products may have a trademark (brand) name or be generic, and they may be prescription or over-the-counter.

Diagnostic Products - Answer-Equipment and Supplies used for screening, detecting, and monitoring disease. Can range from simple home testing kits to sophisticated diagnostic imaging technologies.

Medical Devices - Answer-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 transdermal patches.

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

Durable Medical Equipment - Answer-Reusable products for health-related use in the home, such as walkers, wheelchairs, oxygen equipment, prosthetics, and hospital beds.

Home-based care - Answer-•Patients/Consumers and their families and friends
•Home health nurses and aids

Primary Care (Checkups and General Health Issues) - Answer-•OB/GYN
•Family/General Practitioners
•Internists

Secondary Care (Specialized Outpatient Consults) - Answer-•Specialists

Tertiary Care (Inpatient) - Answer-•Community Hospitals
•Academic Medical Centers
•Skilled Nursing Facilities

End-Stage Care - Answer-•Skilled Nursing Facilities
•Hospitals
•Hospices

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C. N. P. R Pharmaceutical Sales Training Manual N.a.p.s.r,2017-11-17 The NAPS Rx s CNPR Pharmaceutical Sales Manual prepares students for their CNPR exam 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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