

▶ **TRAINING COURSES**
2019 / Q1+Q2

- **Pharmaceutical Sector**
- **Management & Soft Skills**

**TOP
MANAGEMENT
ADVISORS**



PHARMACEUTICAL SECTOR

- **Basic Selling Skills**
 - ✓ 2 days
 - ✓ For Med Reps with little or no experience
- **Advanced Selling Skills**
 - ✓ 2 days
 - ✓ For experienced Med Reps



PHARMACEUTICAL SECTOR

- **Pharmaceutical Marketing**
 - **Product Management**
 - **Key Account Management**
-
- ✓ **1.5 - 2 days, each**
 - ✓ **For Marketing Staff,
Product Managers,
Regional Managers,
Specialty Reps**



PHARMACEUTICAL SECTOR

- **Presentation Skills for the pharmaceutical sector, including Round Table organization**



- ✓ 1.5 - 2 days
- ✓ For Specialty Reps, Regional and Product Managers
- ✓ Anyone who makes presentations

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PHARMACEUTICAL SECTOR

- **Specialty Subjects**
 - ✓ Handling objections
 - ✓ Segmentation & targeting
 - ✓ Territory management
 - ✓ Negotiating to "Yes"



PHARMACEUTICAL SECTOR

- Training on key topics for pharma manufacturers and distributors
- ✓ Quality Management Systems in GMP
- ✓ All aspects of GDP
- ✓ Introduction to data integrity



PHARMACEUTICAL SECTOR

- **Training/lectures for
physicians and pharmacists**

- ✓ Private practice management
- ✓ Doctor/patient relationship
- ✓ Presentations at events
- ✓ Pharmacy selling skills
- ✓ Pharmacy management



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MANAGEMENT & SOFT SKILLS

■ Management Skills

- ✓ People management
- ✓ Supervisory skills
- ✓ Decision-making
- ✓ Delegation skills
- ✓ Mentoring & coaching



MANAGEMENT & SOFT SKILLS

■ Soft Skills

- ✓ Communication skills
- ✓ Negotiation & persuasion
- ✓ Emotional intelligence
- ✓ Time & priority management
- ✓ Teamwork



TOP MANAGEMENT ADVISORS

■ OPEN COURSES

- ✓ Groups 10-14 participants
- ✓ Please confirm interest in a given topic and specify number of participants

■ CLOSED COURSES

- ✓ Groups up to 15 participants
- ✓ Please confirm interest in a given topic

We will come back to you to discuss any details.



**TOP
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