

“PATH TO PHARMA CAREER (P2PC)” International hands – on Workshop on Career Plans and Soft skills in Pharma Industry



July 7th – 8th, 2017

Organized by

Department of Pharmacology

Osmania Medical College, Hyderabad

&

Indian Medical Pharmacologists

Association (IMPA)

In association with



Indian Medical Pharmacologists Association is an exclusive national body for MD/DNB/DM pharmacologists. One of our objective is, through *Industry – Academia Collaboration*, to equip MD postgraduate students and freshers for a Big Pharma Career. As a part of that initiative, we with our industrial friends and peers have decided to conduct a soft skill training program with a well-crafted schedule which will mimic the industry like scenario. This along with lectures from experienced speakers from the industry, India & abroad, will give a perspective and taste of Big Pharma. By this we can **UNITE – EXPLORE – INNOVATE!**

Visit www.impas.in/impa for more details on becoming a member of IMPA.

Greetings from the “Path to Pharma Career (P2PC)” organising committee. This is a very unique workshop planned to provide exposure on the soft skills that are very much essential in the pharmaceutical industry & intended to improvise the ability to demonstrate these skills using combination of models such as hands-on, mock sessions, case studies which are very popular in the international business schools and universities like Harvard etc. In addition to imbibing the critical soft skills, participants will also learn about various career paths available in the pharma industry & will learn how to plan their own career path in a simulated pharma industry setting during the course of the workshop.

Learning Objectives

By the end of this workshop all participants should be able to understand and demonstrate the critical soft skills required to successfully navigate through various roles and departments of Pharmaceutical industry. They should be able to equip themselves on how to enter and successfully progress to higher positions in the pharma industry. All participants should be able to plan their own respective career paths in the departments / divisions of Pharma industry which best suits their personality and personal interests. Following are more specific learning objectives from individual sessions to:

- Understand how to plan a pharma career that spans 30 to 35 years including job switches from one functional department to the other.
- Understand how best to utilize MBA, DM, Diplomas, fellowships and internships to successfully plan a long term career plan.
- Understand financial aspects of a job (Salary, Cost to Company – CTC) and appraisal process.
- Understand how to prepare for a successful interview both as fresher and experienced professional.
- Understand how to work as team player with both medics and non-medics in various departments of Pharma industry.
- Understand how to prepare for a successful meeting with Doctor / Key Opinion Leaders (KOLs) and how to influence them for appropriate decision making.
- Demonstrate how to liaise with different teams / departments of Pharma and at the same time successfully develop a drug from Discovery to Development to Launch to Life Cycle Management (Walk the Talk session).
- Demonstrate how to “live a successful Pharma career of 30 – 35 years and retire with job satisfaction” (Live you Pharma Career session).

Participant selection process

All registration requests will be reviewed for final selection. The goal is to attain the target audience who will be benefitted the most from this workshop and apply the knowledge gained in their career and future endeavours. In order to maximize the benefit of this workshop to more number of participants, entire confirmed participants will be divided into active participants and passive participants.

•**Active participants** will take part in mock sessions, case studies, role plays etc. in addition to listening to the lectures. Only limited number of participants allowed in this group. Selection will be based on the responses to the questions on the registration form.

•**Passive participants (spectators)** will listen to lectures but will not take part in mock sessions, case studies, role plays etc., However they will be sitting in the same room watching these hands on sessions while active participants perform. There is no limit on number of passive participants. However the total number of participants with active and passive combined will be 60 only.

Eligibility criteria include:

•Participant must be a post graduate student in MD Pharmacology or recently completed MD (< 2 years) and is working or having a strong desire to join the pharma industry.

• Participant must have a clear intention to join the industry. (*Answer the questions in appendix*)

•Participants must have right attitude & aptitude which is desirable in an industrial setting. (*Answer the questions in appendix*)

REGISTRATION DETAILS

Early Bird Registration (Before 1st June):

Faculty: 4000 INR

Post-graduate: 3000 INR

Late Registration (After 1st – 15th June):

Faculty: 5000 INR

Post-graduate: 4000 INR

Spot Registration (Only Passive Participation)

Faculty: 6000 INR

Post-graduate: 5000 INR

P.S: This is a **GREEN WORKSHOP**. To be environmental friendly we have avoided paper registrations. For Online Registration click the link: www.plexusmd.com/event/p2pc

[Optional: Pay Rs: xxx extra for Dj night & Gala dinner on 7th]

For any queries in registration, drop a mail to p2pc2017@gmail.com or call +91-9585890660

TARGET AUDIENCE

This workshop is targeted towards post graduate students of MD Pharmacology who are planning to pursue their career in Pharma industry. People who recently completed MD Pharma (< 2 years) and are in the early stages of their career in the industry can attend and benefit from this workshop.

ACCOMMODATION

Delegates are expected to arrange it on their own.

ADDRESS FOR COMMUNICATION

Dr. Pruthvi Reddy

Organizing Secretary & Senior Resident,
Department of Pharmacology, Osmania Medical
College, Koti, Hyderabad, Telangana - 500095

Mobile: +91-9866652765

Email: p2pc2017@gmail.com

Dr. Shovan (+91-7093707163)

Dr. Praveena (+91-9701389372)

Dr. Rama Mohan (+91-9177226477)

ORGANIZING COMMITTEE

PATRONS

Dr. MUR Naidu, Advisor, New Drug Discovery,
NATCO, Hyderabad

Dr. Usha Rani, Professor & Head, Department of
Clinical Pharmacology & Therapeutics, NIZAMS,
Hyderabad

ORGANIZING CHAIRMAN

Dr. T.Chakradhar, Professor & Head,
Department of Pharmacology, Osmania Medical
College, Hyderabad

ORGANIZING SECRETARY

Dr. Pruthvi Reddy, Senior Resident, Department of
Pharmacology, Osmania Medical College, Hyderabad

CO – ORGANIZING SECRETARIES

Dr. P.Rama Mohan, Deputy Director Research,
Narayana Medical College, Nellore

Dr. Sreekanth Gattu, Global Development Leadership
Team, Sandoz Biopharmaceuticals, Germany

Dr. M.Natesh Prabhu, Assistant Professor,
Department of Pharmacology, Dhanalakshmi Srinivasan
Medical College & Hospital, Perambalur, Tamilnadu &
President – IMPA

Dr. Praveena Gungam, Senior Resident, Dept. of
Pharmacology, Osmania Medical College, Hyderabad

CO – ORDINATORS

Dr. G.Srinivas, Senior Resident,

Dr. Y.Sunil Kumar Yadav, Dr. B.Vidyullatha – Post
Graduate students- Dept. of Pharmacology, Osmania
Medical College

RESOURCE PERSONS

Dr. Sreekanth Gattu – Sandoz Biopharmaceuticals,
Germany

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Dr. C.Nagaratnam, Controller of Exams–DNB, NIMS, India

APPENDIX

“PATH TO PHARMA CAREER (P2PC)” International hands – on Workshop on Career Plans and Soft skills in Pharma Industry

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(Incomplete questions will be considered as invalid. If answers of any two delegates were found similar then both of them will be disqualified for active participant group and will be accepted as spectators. There is no right or wrong answer to any of these questions. So please be as genuine as possible.)

I would like to attend this workshop as:

- Active participant** (If you choose this option, please proceed to answering Q1 to Q6 below)
- Passive participant (spectator)**

Qualifying questions:

- Q1. Describe why you took up MD Pharmacology course?
- Q2. Describe two reasons why you want to join the pharma industry?
- Q3. Between two options of (i) well paid medical college job with private practice and (ii) average paid pharma industry job, which one will you choose as your first job after MD?
- Q4. After joining the industry will you be fine to report to a manager who is a non-medic? Please give a couple of reasons supporting your answer even if your answer is yes or no.
- Q5. Imagine you are working in one of the best Pharma Company. After working for about 4 years, you are still not promoted but you are getting experience of drug development of a sensational breakthrough new drug. What will you do?
- Q6. You are part of a team which is a mix of medics and non-medics from departments of sales, marketing, regulatory affairs, pharmacovigilance, medical writing etc. One of the non-medic team member differs your opinion on a medical topic. What will you do?

Use your cell phone or PC to answer the above questions through this link:
<http://www.surveymonkey.de/r/p2pcworkshop>