

Pharma 101A

Date / Time	Student Score	Passing Score	Result
April 9, 2025 3:39 pm	100	80	Pass

Pharma 101A

#	Question	Correct Answer	Student Answer	Result	Points Awarded
1	Prescriptions are typically processed through in the United States via	Pharmacy Benefit Managers	Pharmacy Benefit Managers	Correct	10
2	Which is the biggest component of Pharma marketing expenditure?	Detailing	Detailing	Correct	10
3	Abbreviated New Drug Application (ANDA)?	is a simplified submission of an already approved drug	is a simplified submission of an already approved drug	Correct	10
4	What is the typical product flow to the consumer for a primary care medicine?	Drug Manufacturer, Wholesaler/Distributor, Pharmacy, Consumer	Drug Manufacturer, Wholesaler/Distributor, Pharmacy, Consumer	Correct	10
5	Which process generally follows right after Alignment in sales planning and operations?	Call Planning	Call Planning	Correct	10