

NAPSRX Test

1.How are drugs sorted into therapeutic groups and classes?

- A. first by the conditions that they are used to treat, and then by their mechanisms of action
- B. first by their mechanisms of action, and then by their therapeutic effects
- C. first by their side effects, and then by therapeutic effects
- D. first by their toxicities, and then by their effectiveness

2.Bone marrow transplants...

- A. ... require that the patient first undergo chemotherapy or radiation to kill the diseased stem cells and promote white blood cell production.
- B. ... are a type of stem cell therapy, unless patient's own cells are reinjected.
- C. ... are always a type of stem cell therapy.
- D. ... can help people with leukemia, a condition in which the body does not produce enough white blood cells.

3.What does AMA stand for?

- C. American Medical Association

4.What section of a drug's package insert describes situations in which the drug should not be used because the risks outweigh the therapeutic benefits?

- B. contraindications

5.What is tertiary care?

- B. highly specialized medical and surgical care provided by a large medical center for unusual or complex medical problems

6.Which of the following is NOT one of the stages in the classic approach to brand development strategy covered in your manual?

- C. brand quality

7.What are vasodilators used to do?

- A. decrease vascular resistance and increase blood flow
- B. mimic pathogens to stimulate the immune system
- C. narrow the blood vessels
- D. stimulate the CNS to make the heart beat faster

8.What is the name of the condition that occurs after a specific dose of a drug is given at such regular intervals that absorption and elimination (and therefore drug plasma concentration) have become constant?

A. homeostasis

B. steady state

C. titration

D. tolerance

9.Which statement is TRUE about ocular administration?

A. Ocular administration is primarily for drugs that must cross the blood-brain barrier.

B. Ocular administration is used primarily to treat the eye.'

C. Ocular administration is used when a drug must enter the bloodstream immediately.

D. Ocular administration is used when a drug must produce immediate effects on the brain or spinal cord.

10.Which entity/entities invest(s) the most money in pharmaceutical R&D?

A. Canadian pharmaceutical companies

B. the NIH

C. the U.S. Government

D. U.S. pharmaceutical companies

11.How are most drugs excreted?

A. via the bloodstream

B. via the heart

C. via the kidneys

D. via the skin

12.Over the last few decades, what has happened to legal limitations on sales' reps discussions about off label uses?

A. Limitations have decreased.

B. Limitations have increased significantly.

C. Limitations have increased slightly.

D. Limitations have remained about the same.

13.According to your manual, which of the following is an example of a branding fundamental?

- A. the brand logo
- B. the brand name
- C. the brand packaging
- D. the brand promise

14.What does it mean if two drugs are at parity?

- A. Both drugs are essentially in a neutral position.
- B. Both drugs are generics.
- C. Both drugs have exclusive preferred status.
- D. The two drugs are bioequivalent.

15.Who is most likely to benefit from electronic sampling programs?

- A. Everyone would benefit equally from electronic sampling programs
- B. physicians in hospitals who are too busy to see representatives
- C. physicians in rural areas who are not as frequently visited by representatives
- D. physicians in urban areas who are too busy to see representatives

16.When referring to medication dosage, which abbreviation means “one-half”:

D. SS

17.What is an internist?

A. a physician who practices internal medicine

18.Which of the following is a type of white blood cells?

C. lymphocytes

19.Why are novice sales representatives often placed in charge of negotiating MCO formularies?

- A. to become more familiar with the healthcare industry
- B. to become more familiar with their territories
- C. P&T committees are more receptive to new faces.
- D. They are not. This job is usually reserved for more experienced reps.

20.What distinguishes pharmacodynamics from pharmacokinetics?

- A. Pharmacodynamics studies a drug's ex vivo effects.
- B. Pharmacodynamics studies how drugs affect the body.
- C. Pharmacodynamics studies the body affects drugs.

- D. Pharmacodynamics studies the time required for a drug's absorption.
- 21.What proportion of the drugs tested on human subjects are eventually approved by FDA?
- A. about 20%
 - B. about 60%
 - C. about 70%
 - D. about 95%
22. According to a study discussed in your manual, how do most physicians prefer to receive their drug samples?
- A. by borrowing them from hospitals
 - B. by ordering them over the Internet
 - C. by trading them for services
 - D. directly from sales representatives
- 23.Which of the following is an example of a central value?
- A. I buy Advil to show that I'm modern consumer.
 - B. I like Advil because we were both born in the 80s.
 - C. I prefer Advil because I like the flavor.
 - D. I prefer Advil because it's easier to swallow.
- 24.Which of the following specialties likely has the MOST emergency calls?
- A. cardiology
 - B. psychiatry
 - C. urology
 - D. All specialists have the same number of emergency calls.
- 25.What affects the rate of active transport?
- A. the availability of carriers, but not energy
 - B. the availability of energy, but not carriers
 - C. the availability of carriers and energy
 - D. neither the availability of carriers, nor the availability energy
- 26.Over the last few decades, what has happened to the FDA approval time for new drugs?
- A. It has been lengthened to ensure safer drug products.

- B. It has been lengthened to limit DTC marketing.
- C. It has been shortened to improve drug quality.
- D. It has been shortened to reduce the cost of new drug development.

27.Which of the following would NOT help improve compliance?

- A. patients liking their providers
- B. patients using only one pharmacist
- C. pharmacists understanding how generics differ from brand names drugs
- D. support groups

28.Which entity chooses a drug's trade name?

- A. the drug's inventor
- B. the drug's manufacturer
- C. the FDA
- D. the United States Pharmaceutical Council

29.What type of stem cells are obtained from embryos and can develop into any cell type?

- A. multipotent
- B. pluripotent
- C. totipotent
- D. All stem cells can develop into any cell type.

30.As the price a patient pays for a prescription increases, what happens to the likelihood that the patient will fill it?

- A. It decreases.
- B. It increases.
- C. It remains unaffected because the prescription is needed.
- D. It remains unaffected because the prescription's increased cost is offset by its perceived value.

31.Most involuntary movements come from which type of muscle tissue?

- A. cardiac and smooth
- B. only skeletal
- C. skeletal and cardiac
- D. skeletal and smooth

32.Which of the following is NOT one of the body's major organ systems?

- A. the cardiovascular system
- B. the cellular system
- C. the gastrointestinal system
- D. the musculoskeletal system

33. How do most drugs exert their primary physiological effects?

- A. by activating synapses between different types of tissues
- B. by binding to cell receptors that are sensitive to their presence
- C. by inhibiting synapses between different types of tissues
- D. through genetic mutation

34. What is the most reliable source of information for determining therapeutically equivalent drug product?

- A. AMA guide
- B. Blue Book
- C. FDA drug list
- D. Orange Book

35. What does subcutaneous mean?

- C. beneath the outer skin

36.What should a sales representative do if all of the prime spaces in a drug cabinet are coccupied?

- A. ask staff for permission to move some of the other products in the cabinet
- B. ask staff for permission to throw away expired products in the cabinet
- C. ask the doctor if he still needs some of the other products in the cabinet
- D. surreptitiously move your largest competitor's products out of the way

37.It is inappropriate for physicians' prescribing behavior to be educated by their personal tastes and idiosyncrasies

- A. True
- B. False

38.The FDA defines API as the active _____ ingredient in a drug, which produces the desired change in the body.

- A. pharmaceutical

- B. positive
- C. potent
- D. primary

39. What are the 2 legal classifications pf wholesalers?

- A. distributors and supply chains
- B. pharmacists and NAMs
- C. primary and secondary wholesale distributors
- D. retailers and institutions

40.What term describes the usage of a medication for purposes other than the FDA-approved indications on the labeling?

- A. contraindicative indication
- B. off-indication usage
- C. off-label usage
- D. secondary indication

41.What is the acronym pharmacokinetics?

C. PK

42.The dosage range of a drug that is both safe and beneficial known as the therapeutic window.

- A. True
- B. False

43.What is typically NOT a characteristic of a pharmaceutical sales rep?

- A. Pharmaceutical sales reps are authentic and real
- B. Pharmaceutical sales reps are creative
- C. Pharmaceutical sales rep are focused.
- D. Pharmaceutical sales rep are not concerned about competitors.

44. What entity grants drug patents?

- A. the FDA
- B. the FDA if the drug is over-the-counter and the U.S. Patent and Trademark Office if the drug is prescription
- C. the FDA of the drug is prescription and the U.S. Patent and Trademark Office if the drug is over-the -counter

D. the U.S. Patent and Trademark Office

45.Which of the following refers to all active and inert pharmaceutical ingredients in a drug, including fillers and colors?

- A. formulation
- B. mycoplasma
- C. peptide
- D. saccharide

46.What is the difference between potency and efficacy?

- A. Doctors prefer more potent drugs.
- B. Drugs manufacturers prefer more potent drugs.
- C. Potency refers to the drug's effectiveness, while efficacy refers to its strength.
- D. Potency refers to the drug's strength, while efficacy refers to its effectiveness.

47.What is the minimum level of education required for a nurse practitioner?

- A. a certification program
- B. an associate's degree
- C. a bachelor's degree
- D. a graduate degree

48.How many names must a drug have?

- A. at most three
- B. at least three
- C. at most five
- D. at least five

49.How has a longer development time increased the cost of bringing a new drug to market?

- A. by decreasing patient attrition
- B. by decreasing the cost of capital
- C. by increasing the cost of capital
- D. by increasing the number of product recalls

50.Senior citizens consume over _____ times as many pharmaceuticals as people under 65.

- A. three

- B. five
- C. ten
- D. fifteen

51.What agency regulates the distribution and use of narcotics?

- A. DEA
- B. FTC
- C. OIG
- D. TSA

52.What is passive diffusion?

- A. a type of pinocytosis
- B. membrane transport via vesicles
- C. the use of energy to help a substance pass from a low concentration gradient to a high one
- D. when a substance freely moves thorough a membrane from a high concentration gradient to a low one

53.What are the MAIN categories of drugs under FDA jurisdiction?

- A. active drugs and active placebos
- B. biopharmaceuticals and nutraceuticals
- C. non-prescription and nutraceuticals
- D. prescription and non-prescription

54.Which of the following is a natural uterotonic agent?

- A. hemoglobin
- B. leukotriene
- C. oxytocin
- D. Vitamin K

55.What are all metabolites?

- A. active substances
- B. inactive substances
- C. injections
- D. products of metabolism

56. When a drug is administered orally, where does first-pass metabolism occur?

A. intestine

B. liver

C. pancreas

D. stomach

57. What is the medical term for swelling?

B. edema

58. Which of the following is NOT part of the Seven Step Cascade of Emotion?

A. be a consultant, not a rep

B. identify what your product does

C. reflect

D. visualize the power of 10

59. Which part of a clinical research paper is frequently referred to as the road map?

A. abstract

B. findings

C. letter to the editor

D. methods

60. Which of the following is a main active ingredient in lung surfactants?

A. animal lung extract

B. germicides

C. sympathomimetic drugs

D. theophylline

61. What does parenteral mean?

B. injections

62. Which term denotes a type of substance that enhances the action of a drug or antigen?

A. adjuvant

B. indicated

C. ligase

D. peptide

63.If a sales representative's product is placed on the second tier of standard three-tier formulary, which of the following is most likely true?

- A. it has not been reviewed by the P&T committee.
- B. it is in a neutral position unless it is at parity with other drugs.
- C. it probably has exclusive preferred status if it not at parity with any other drugs.
- D. it will essentially sell itself if it is granted exclusive preferred status.

64.Which of the following is NOT one of the four basic transport mechanisms?

- A. active transport
- B. homeostasis
- C. passive diffusion
- D. pinocytosis

65.Which statement accurately describes a relationship between drug agonists and antagonists?

- A. Agonists and antagonists can be used together.
- B. Agonists and antagonists should not be used together.
- C. Antagonist drugs activate receptors, while agonists block access to receptors.
- D. Antagonists are endogenous whereas agonists are man-made.

66.What is the study of the effects and movement of drugs in the human body?

- C. clinical pharmacology**

67.According to your manual, what is a common complaint that physicians have about traditional sampling methods?

- A. that drug sample supply is too unpredictable
- B. that patients are less likely to take free samples because they think they are lower quality
- C. that patients do not like seeing drug representatives in their offices
- D. that they receive too many drug samples

68.Which of these entities is formed by two or more hospitals or other healthcare entities to negotiate reduced rates with its aggregated purchasing power?

- A. GPO
- B. In-state wholesaler
- C. PPO
- D. RPO

69. What is another name for a drug derived a biologic compound?

- A. large molecule
- B. oligonucleotide
- C. organism
- D. small molecule

70. What is the most common policy regarding pharmaceutical reps dispensing drug samples in hospitals?

- A. By federal law, drug sampling is permitted in all hospitals.
- B. By federal law, it is up to individual physicians, not the hospital.
- C. Drug sampling is encouraged, but not required.
- D. Drug sampling is often forbidden.

71. Which of the following would help you build trust with a physician?

- A. asking if he or she is having any problems with the managed care coverage of your products
- B. repeating a question you already asked
- C. surprising the office staff with a new poster in the break room
- D. None of these would help you build trust with a physician.

72. What term denotes the difference between the usual effective dose and dose that induces severe or life-threatening side effects?

- A. dose-response relationship
- B. margin of safety
- C. the placebo effect
- D. therapeutic window

73. What are excipients?

- A. a type of cell receptor to which antagonists bind to decrease the effects of the body's natural agonists
- B. another term generic equivalents
- C. sites of action besides the target sites of action
- D. the inert ingredients in a drug formulation

74. What is another term for the AWP?

- A. dock-to-dock price

B. float price

C. list price

D. non-stock price

75.Which of these is the most likely use for a uterotonic agent?

A. to induce labor

B. to make the urine more alkaline

C. to supplement oral food intake

D. to treat hyperthyroidism

76.As of November 2013, which of these countries has legalized DTC advertising of prescription drugs?

A. Canada

B. Japan

C. Spain

D. none of these

77.Why are oral drugs often taken on empty stomach?

A. to be more wholly absorbed by stomach

B. to minimize absorption by intestine

C. to minimize nausea

D. to pass through the stomach more quickly

78.What is one factor that differentiates community health centers from hospitals?

A. Community health center formularies are more restrictive

B. Community health centers have higher reimbursement rates

C. Newer brand name drugs are easier to access at community health centers.

D. none of these

79. How does sampling provide a social benefit?

A. Doctors donate their unused drug samples to charities.

B. Doctors often use drugs samples to treat patients who otherwise could not afford it.

C. It allows patients to try out different prescription medications before consulting with physicians.

D. Drug sampling provides a social benefit in all of these ways.

80.Which medical term denotes the use of a stethoscope to listen to the heart?

A. auscultation

- B. cardioversion
- C. catheterization
- D. echocardiography

81.What do enteric coatings do?

- A. facilitate vomiting
- B. help drugs dissolve in stomach
- C. help drugs enter the bloodstream more quickly
- D. prevent dissolution in the stomach**

82.What is the duration of exclusivity for orphan drugs?

- A. 6 months
- B. 1 year
- C. 7 years
- D. 15 years

83.What do National Account Managers do?

- A. act as the sales reps' primary point of contact with the rest of the corporation
- B. manage the FDA approval process
- C. negotiate contracts with MCOs and PBMs
- D. sell only to pharmacies

84.What does it usually mean if a drug recall is voluntary?

- A. Pharmacies may choose whether to return the drug or dispense it.
- B. The FDA has determined that the drug is perfectly safe, but ineffective.
- C. The manufacturer has recalled the product on its own, but negotiated with the FDA beforehand.
- D. The manufacturer has recall the product without negotiating with the FDA.

85.Which phase of clinical trials is also known as the pivotal phase?

- A. Phase I
- B. Phase III
- C. Phase IV

D. Phase IX

86. During which phase of clinical trials is the new drug's safety and effectiveness first tested in the target group?

- A. preclinical
- B. Phase I
- C. Phase II
- D. Phase III

87. How do antacids work?

- A. by increasing blood flow to the stomach
- B. by lowering gastric pH
- C. by raising gastric pH
- D. by suppressing cholesterol formation by the liver

88. What is one of the biggest time wasters for a pharmaceutical sales rep?

- A. caterers
- B. pharmacists
- C. receptionists
- D. travel time

89. What happens when equilibrium is reached?

- A. equal numbers of molecules cross the membrane in both directions
- B. molecules stop moving
- C. the concentration gradient decreases indefinitely
- D. the concentration gradient increases indefinitely

90. What are the most common vectors used in gene therapy?

- A. autologous antigens
- B. liposomes
- C. naked DNA
- D. viruses

91. What is the percentage fee that the dispenser pays the wholesaler for distribution?

- A. margin fee

- B. recharge
- C. standard fee
- D. upcharge

92. What is the difference between a chronic (or continuing) reaction, and a delayed reaction?

- A. Chronic reactions are exaggerated, whereas delayed reactions are idiosyncratic.
- B. Chronic reactions occur only during treatment, whereas delayed reactions only occur during withdrawal.
- C. Chronic reactions persist for a long time, whereas delayed reactions take some time to develop.
- D. Delayed reactions are always idiosyncratic, but chronic reaction not.

93. What is clinical effect?

- A. federally funded research condition
- B. the effect of maximum dosage
- C. the response produced by a medication
- D. the use of treatment drugs in chemotherapy

94. Which of the following is an example of noncompliance?

- A. a patient forgetting to take a drug at a specified time a day
- B. a patient taking a drug, but only because it has been court-mandated
- C. a pharmacist dispensing a generic equivalent of a drug instead of the brand name
- D. a physician refusing to prescribe a drug because (s)he does not trust the clinical studies on it

95. What is the average circulation time of blood?

- A. about a minute
- B. about 5 minutes
- C. about 5 to 10 minutes depending on the patient's age and health conditions
- D. about 10 minutes

96. What is one way in which pharmaceutical selling is different from selling in most other industries?

- A. in pharmaceutical sales, the decisions-makers, consumers, and payers are usually the same entity
- B. Pharmaceutical selling takes less time because doctors are so busy.
- C. Representatives do NOT sell the end user of the product.
- D. Representatives DO sell to the end user of the product.

97.From what types of entities do primary wholesale distributors buy most of their drugs?

- A. brokerages
- B. buying clubs
- C. manufacturers
- D. physicians

98.What is the Office of the Inspector General (OIG)?

- A. a department in pharmaceutical companies
- B. an arm of the Department of Health and Human Services**
- C. an arm of the European Medicines Agency
- D. an arm of the FDA

99.What are doctors required to consider when deciding whether or not prescribe a particular drug?

- A. quantity of life over quality of life
- B. that no drugs with adverse effects should ever be used
- C. the inferiority of OTC drugs
- D. the severity of the disorder being treated and the effect it has on the patient's quality of life

100.Which entity assigns a new drug its generic names?

- A. the drug's inventor
- B. The Food and Drug Administration
- C. the United States Adopted Name Council**
- D. the United States Pharmaceutical Council

101.Drugs can be used _____ days beyond their expiration date.

- A. 2-7 days, depending on the most current monograph
- B. 2-90 days, depending on state laws
- C. 7-90 days, depending on the type of drug and its therapeutic class
- D. none of these

102.What is necessary for a drug to be excreted extensively via the kidneys?

- A. The drug must be water-soluble, and not bind too tightly to proteins in the bloodstream.
- B. The drug must have a phospholipid bilayer and be non-water-soluble.
- C. The drug must have a phospholipid bilayer and bind well to proteins in the bloodstream.

D. The drug must not be water-soluble.

103.Which organization or individual initiates the clinical trial and finances the study?

- A. clinical research organization
- B. investigator
- C. researcher
- D. sponsor

104.The _____ name describes the atomic or molecular structure of a drug.

- A. chemical
- B. generic
- C. pharmaceutical
- D. proprietary

105. Under PhRMA Code, is it acceptable or unacceptable for a pharmaceutical sales rep to take a physician and the physician's spouse to a fundraising dinner?

- A. acceptable if only the physician attends
- B. acceptable if only the physician attends, and the total is under \$100
- C. acceptable if the total is under \$100
- D. unacceptable

106.The Hatch-Waxman Act is considered the most significant drug-related _____ affecting the pharmaceutical industry since 1962.

- A. experiment
- B. legislation
- C. process
- D. research

107.What term denotes the extent, quality, or degree to which a substance is poisonous or harmful to the body?

- A. caliber
- B. chronicity
- C. indication
- D. toxicity

108.What issue has MOST encouraged consumers' desire to see more OTC medications?

- A. a weaker patients' rights movement
- B. lack of insurance coverage
- C. less reliance on the Internet
- D. proliferation of herbal remedies

109. What is the degree to which a medication produces a therapeutic effect?

- A. diffusion
- B. efficacy
- C. protease
- D. vector

110. What is the most important benefit of electronic prescribing?

- A. choice
- B. cost
- C. inquiries
- D. safety

111. When does the FDA regulate generic drugs?

- A. only if they are branded generics
- B. only if they have been contested
- C. always
- D. never

112. Which phase of trials largely determines the clinical dose?

- A. preclinical trials
- B. Phase II trials
- C. Phase III trials
- D. Phase IV trials

113. What is an advantage of inactivated vaccines over attenuated vaccines?

- A. Inactivated vaccines are less expensive to prepare.
- B. Inactivated vaccines have a higher probability of eliciting the desired immunological response.
- C. Inactivated vaccines have a more stable shelf life.
- D. Inactivated vaccines only require a single dose.

114.Which medical term denotes a low supply of oxygen due to blood flow?

- A. potentiation
- B. ischemia
- C. TID
- D. titration

115.What are the two main of prescription drug marketing?

- A. (1) marketing to insurance companies, and (2) marketing to pharmacies
- B. (1) PBM marketing, and (2) marketing to governments
- C. (1) professional physician promotions, and (2) direct-to-consumer advertising
- D. (1) publicly-funded marketing, and (2) physician-funded marketing

116.What is the site of delivery for subcutaneous injections?

- A. fatty tissue beneath the surface of the skin
- B. lymphatic tissue
- C. muscle tissue
- D. the stomach, via a special type of needle

117.What must be contained in the Description section of a pharmaceutical package insert?

- A. adverse effects
- B. mechanism of action
- C. pharmacokinetics
- D. the proprietary name and established name

118.What is the study of a mediation's effects as it through the body?

- A. pharmacodynamics
- B. pharmacogenetics
- C. pharmacogenomics
- D. pharmacokinetics

119.Customers purchase products from people they like, trust, and respect. This is called the _____.

- A. closing of the sale
- B. first time advantage
- C. likeability factor

D. power of knowledge

120.What is penicillin's mechanism of action?

- A. It disturbs bacterial cell wall synthesis.
- B. It inhibits the production of viruses.
- C. It prevents proper DNA replication.
- D. It sends a messenger to the bone marrow to produce extra white blood cells.

121.According to your manual, how has the U.S. healthcare marketplace changed in the last few decades?

- A. Fewer and fewer prescription drugs have been made available as OTCs.
- B. Managed care has been increasingly replaced by more patient-centered approaches.
- C. The aging Baby Boomer generation has begun demanding more personalized attention.
- D. There has been decreased emphasis on preventive health.

122.How does pharmaceutical marketing help narrow the treatment gap?

- A. It encourages patients to take more active roles in their healthcare.
- B. It makes doctors more skeptical of the pharmaceutical industry.
- C. It makes patients more skeptical of their doctors' opinions.
- D. all of those

123.What do immunosuppressive agents do?

- A. decrease risk of infection
- B. increase risk of infection
- C. increase the risk of rejection of foreign bodies
- D. treated psoriasis

124.What types of drugs are EGFR inhibitors?

- A. antineoplastics
- B. cardiovascular agents
- C. CNS agents
- D. mitotic inhibitors

125.Which of the following means outside of the living body?

- A. en vivo

- B. ex vitro
- C. ex vivo
- D. intra vivo

126. The FDA requirements for nutraceuticals and medicinal herbs are just as stringent as for pharmaceuticals.

- A. True
- B. False

127. What is the estimated net gain of private-sector healthcare's contributions to increased U.S. life expectancy?

- A. \$5-10 billion
- B. \$40-50 billion
- C. \$800-900 billion
- D. \$2-5 trillion

128. Which statement is TRUE regarding post-approval drug monitoring?

- A. All side effects are determined during clinical trials
- B. Drug manufacturers are only required to report adverse effects if they are severe or life-threatening.
- C. Drug manufacturers are only required to report adverse effects if they have been proven in clinical studies.
- D. The FDA can choose to withdraw their approval if new evidence arises.

129. Which term denotes when tolerance to one medication causes increased tolerance to another medication?

- A. cell tolerance
- B. cross-tolerance
- C. indicated tolerance
- D. minimized tolerance

130. Patents expire _____ years from the date of filing.

- A. ten
- B. fifteen
- C. twenty
- D. thirty

131. After a trade-name drug's patent expires, how may generic versions of it be sold?

- A. only under the branded generic name
- B. only under the generic name
- C. only under the original trade name
- D. under the original trade name or generic name

132.What is required for a new pharmaceutical to be considered a viable therapy?

- A. It causes no serious adverse effects
- B. It causes no side effects.
- C. It has an active placebo.
- D. It is more effective and/or causes fewer serious adverse effects than other drugs on the market.

133.Under the AMA guidelines, who is ultimately responsible for minimizing conflicts of interest?

- A. doctors
- B. lawyers and office managers
- C. pharmaceutical companies
- D. sales representatives

134.The act of dispensing a pharmaceutical alternative for the product prescribed is _____.

- A. alternative licensure
- B. equivalence practice
- C. necessitated substitution
- D. pharmaceutical substitution

135. skipped

136.Which of the following is the correct medical acronym for effective dose?

- A. DE
- B. ED
- C. EFD
- D. eff D

137.Why is one group of subjects given an active drug, while another group only receives a placebo?

- A. to assess patients' expectations

- B. to assess the drug's effectiveness
- C. to assess the professionalism of the study staff
- D. to assess the subjects' demographics

138.A generic version is likely to have some inactive ingredients that are different from those of the original drug.

- A. True
- B. False

139.Which of the following is an example of a functional value?

- A. I drink Coca-Cola because I am a citizen of the world.
- B. I drink Coca-Cola because I like looking like a traditionalist.
- C. I drink Coca-Cola because I like the taste.
- D. I drink Coca-Cola because it is an international brand.

140.Where are most drugs metabolized?

- A. interstitial spaces
- B. liver
- C. stomach
- D. the bloodstream

141.What is essential to the ethical requirement that subjects be selected fairly?

- A. Selection criteria should be well-supported by documented evidence.
- B. Studies should make every attempt to conduct research on subjects who are underprivileged and in need of medical attention.
- C. Subjects should be selected based on scientific objectives.
- D. all of these

142.Which of the following is the most appropriate salutation for a cover letter if you cannot find a contact name?

- A. Dear Personnel Department
- B. Dear Sir or Madam,
- C. Dear Sir,
- D. To Whom It May Concern,

143.What is part of becoming an indispensable pharmaceutical sales rep?

- A. asking for feedback
- B. giving the doctors anything they ask for to prescribe your products
- C. keeping your market share goals the same each term
- D. not bothering busy doctors in hospitals

144. Which of the following is NOT typically included in the indications and usage section of the package insert information?

- A. diseases or conditions that the drug is approved to treat
- B. the drug's active metabolites
- C. the drug's recommended usual dosage
- D. the drug's usual dosage range

145. Which term denotes the practice of classifying physicians and other potential prescribers by anticipated prescription volume?

- A. conditioning
- B. deciling
- C. detailing
- D. private labeling

146. What makes a drug eligible for fast track approval from the FDA?

- A. It is a generic that has already been approved as a branded drug.
- B. It is a new drug.
- C. It is less expensive than what is currently on the market.
- D. It treats patients with a serious, life-threatening condition.

147. In the gastrointestinal tract, _____ help break up tablets to ensure full release of the active pharmaceutical ingredient.

- A. binders
- B. disintegrants
- C. dispersing agents
- D. lubricants

148. According to your manual, what does the PDRP do?

- A. It educates patients on their treatment options.
- B. It expands sales representatives' access to patient information.

- C. It improves communication between sales representatives and patients in doctors' offices.
- D. It limits sales representatives' abilities to see individual physicians' prescribing data.

149.What are the components of the centrals nervous system?

- A. the brain and sense organs
- B. the brain and spinal cord
- C. the brain, spinal cord, and peripheral nervous system
- D. the spinal cord and sense organs

150.Which term denotes the origin or cause of a medical condition?

- A. cytology
- B. discovery
- C. etiology
- D. pathology

151.Patients diagnosed with Type 1 diabetes ...

- B. ... have an autoimmune disease.

152.Which DTC pharmaceutical marketing tactic is permitted in European countries?

- A. disease state ads

153.What is one way in which psychologists DIFFER from psychiatrists?

- B. Psychologists deal more with emotional than physical issues.

154. What are PBMs?

- C. organizations that negotiate between pharmaceutical companies and large drug purchasers.

155.How does the Hatch-Waxman Act protect research-based drug manufacturers?

- C. by providing a 30-month cooling off period

156.What is the process of adjusting drug doses to achieve the maximum positive therapeutic effects while minimizing adverse or side effects?

- D. titration

157.Which of the following is studied more in pharmacodynamics than in pharmacokinetics?

- C. the transportation of the drug to the specific site for drug-receptor interaction

158.How does the healthy human immune system use MHC markers?

- D. Substances without MHC markers are discerned as foreign and targeted for destruction.

159.What is a behind-the-counter drug?

A. Medication that must be closely monitored by the pharmacist.

160.When do MSLs meet with clinicians?

A. at nearly any stage of the product's life cycle