



ABPI Advanced Professional Programme for Industry Personnel

Learning Outcomes

Unit 1 - Understanding the Provision and Promotion of Prescription Medicines within the NHS

The learner will:	The learner can:	Mode of assessment:
1. Know the development and functions of the National Health Service (NHS) and the influences on the provision of medicines	1.1 Describe the history and development of the NHS in the UK	Unit 1 is assessed by a multiple-choice examination made up of 30 questions, lasting 30 minutes. The pass mark is 60%. However, candidates will need to show competency in knowledge and understanding of both the NHS Structure and Function and the ABPI Code of Practice by scoring 60% or more on the NHS material AND 60% or more on the Code of Practice material in order to achieve a pass of 60% or more overall.
	1.2 Describe the structure of the NHS in the devolved nations	
	1.3 Describe the functions of the different groups within the NHS in England	
	1.4 Describe the influences on the provision of medicines in the NHS across the UK	
2. Understand how the ABPI regulates the promotion of medicines	2.1 Explain the scope of the current ABPI Code of Practice	

	2.2 Explain how medicines are ethically promoted to health professionals and administrative staff	
	2.3 Explain how the ABPI Code of Practice impacts on the role of the pharmaceutical representative	
	2.4 Explain the limitations imposed upon the promotion of medicines by the Code of Practice	

Unit 2 - Human Body Structure and Function – Circulatory, Respiratory, Digestive, Musculoskeletal and Skin Systems

The learner will:	The learner can:	Mode of assessment:
1. Understand the functional structure of cells and tissues of the human body	1.1 Explain the structures of the cell as they relate to functions	40 short and long answer questions – Pass mark 60%
	1.2 Explain the structure of different types of tissues related to function	
2. Know the structure, functions and common pathologies of the circulatory system	2.1 Describe how the structure of the circulatory system relates to its functions	
	2.2 Describe common pathologies of the circulatory system	
3. Know the structure, functions and common pathologies of the respiratory system	3.1 Describe how the structure of the respiratory system relates to its functions	
	3.2 Describe common pathologies of the respiratory system	
4. Know the structure, functions and common pathologies of the digestive system	4.1 Describe how the structure of the digestive system relates to its functions	
	4.2 Describe common pathologies of the digestive system	
5. Know the structure, functions and common pathologies of the musculoskeletal system	5.1 Describe how the structure of the musculoskeletal system relates to its functions	
	5.2 Describe common pathologies of the musculoskeletal system	

6. Know the structure, functions and common pathologies of the skin	6.1 Describe how the structure of the skin relates to its functions	
	6.2 Describe common pathologies of the skin	

Unit 3 - Human Body Structure and Function – nervous, endocrine, reproductive and urinary systems

The learner will:	The learner can:	Mode of assessment:
1. Know the structure, functions and common pathologies of the nervous system	1.1 Describe how the structure of the nervous system relates to its functions	40 short and long answer questions – Pass mark 60%
	1.2 Give an overview of common pathologies of the nervous system	
	1.3 Explain how pain is transmitted	
2. Know the structure, functions and common pathologies of the endocrine system	2.1 Describe how the structure of the endocrine system relates to its functions	
	2.2 Give an overview of common pathologies of the endocrine system	
3. Know the structures, functions and common pathologies of the male and female reproductive systems	3.1 Describe how the structure of the male reproductive system relates to its functions	
	3.2 Describe how the structure of the female reproductive system relates to its functions	
	3.3 Give an overview of common pathologies of the male reproductive system	
	3.4 Give an overview of common pathologies of the female reproductive system	

4. Know the structure, functions and common pathologies of the urinary system	4.1 Describe how the structure of the urinary system relates to its functions	
	4.2 Give an overview of common pathologies of the urinary system	

Unit 4 - Development and use of medicines

The learner will:	The learner can:	Mode of assessment:
1. Understand the causes of disease and the body's defence against disease	1.1 Explain how pathogens cause diseases	45 short and long answer questions – Pass mark 60%
	1.2 Explain the causes of non-communicable diseases	
	1.3 Explain how the immune system defends the body against pathogens	
2. Understand the process of drug development as it relates to the role of the pharmaceutical sales representative	2.1 Explain the preclinical development processes, including discovery for potential new medicines	
	2.2 Explain the conduct and management of clinical studies	
	2.3 Interpret results of clinical trials, including from statistical information, graphical and tabular representation	
3. Understand the legal and ethical process of pharmacovigilance	3.1 Explain the legal and ethical requirements for the safety monitoring of medicines	
	3.2 Explain the role of company employees in collecting and reporting adverse events	

<p>4. Understand the principles of pharmacology and the efficacy of medicines</p>	<p>4.1 Explain the movement of substances into and out of the cell</p>	
	<p>4.2 Explain the processes of pharmacokinetics in ensuring that a medicine reaches the required concentration at the site where it is needed</p>	
	<p>4.3 Explain the processes of pharmaceuticals in ensuring the appropriate formulation of a medicine to maximise the desired effect</p>	
	<p>4.4 Explain the processes of pharmacodynamics in managing the interactions between medicines and receptors within the body</p>	

Unit 5 - Arthritis, treatments and management

The learner will:	The learner can:	Mode of assessment:
1. Understand the biology of osteoarthritis and its management, including licensed treatment options	1.1 Explain the structure of different types of joints	50 short and long answer questions 60% pass mark
	1.2 Explain the biology of osteoarthritis	
	1.3 Explain the available treatments for osteoarthritis which follow NICE guidelines	
2. Understand the biology of rheumatoid arthritis and its management, including licensed treatment options	2.1 Explain the biology of rheumatoid arthritis, using the ACR- EULAR classification	
	2.2 Explain the treatment options available for rheumatoid arthritis	
3. Know the biology of types of arthritis and related infectious diseases and their management, including licensed treatment options	3.1 Describe the symptoms of different types of arthritis	
	3.2 Describe the treatments available for different types of arthritis	
	3.3 Describe the symptoms of infectious diseases related to arthritis	
	3.4 Describe the treatments available for infectious diseases related to arthritis	

Unit 6 - Cardiovascular diseases, treatments and management

The learner will:	The learner can:	Mode of assessment:
Explain how the functions of blood vessels relate to their structures 1. Understand the physiology of circulation, associated risks, problems, and licensed treatment options	1.1 Explain how the functions of blood vessels relate to their structures	100 short and long answer questions 60% pass mark
	1.2 Explain the effects of ageing on blood vessels, including lipid deposition	
	1.3 Explain how risk factor calculations are used to assess cardiovascular health risk	
2. Understand lipid metabolism, dyslipidaemia and licensed treatment options	2.1 Explain the metabolic functions of lipids	
	2.2 Explain atheroma formation	
	2.3 Interpret blood cholesterol test results	
	2.4 Explain the available treatments for dyslipidaemia	
3. Understand hypertension and licensed treatment options, including the guidelines in the British National Formulary (BNF, latest edition)	3.1 Relate blood pressure measurements to the structure of the circulatory system	

	3.2 Explain the control of blood pressure	
	3.3 Explain the pathogenesis of hypertension	
	3.4 Explain the available treatments for hypertension	
4. Understand arrhythmias and licensed treatment options	4.1 Explain electrical conduction in the heart and its measurement	
	4.2 Explain the types of atrial fibrillation	
	4.3 Explain the available treatments for atrial fibrillation	
	4.4 Explain the types of bradycardia	
	4.5 Explain ventricular irregularities	
	4.6 Explain available treatments for arrhythmias	
5. Understand angina, acute coronary syndromes and licensed treatment options	5.1 Explain the pathogenesis of angina	
	5.2 Explain the available treatments for angina	
	5.3 Explain the three types of coronary artery disease associated with sudden rupture of plaque inside the coronary artery	
	5.4 Explain the available treatments for acute coronary syndromes (ACS)	
6. Understand the pathology of events affecting the heart and infectious diseases and licensed treatment options	6.1 Explain the pathology of cardiomyopathic disorders	
	6.2 Explain the causes of heart failure, including factors that increase risk	

	6.3 Explain the pathology of cerebrovascular accidents (stroke), including risk factors and symptoms	
	6.4 Explain the pathology of thromboses, including risk factors	
	6.5 Identify infectious diseases associated with the circulatory system	
	6.6 Explain the available treatments for problems associated with the circulatory system	

Unit 7 - Dermatological disorders, treatments and management

The learner will:	The learner can:	Mode of assessment:
1. Understand the functions of the skin	1.1 Explain the functions of the skin related to the structure	50 short and long answer questions 60% pass mark
2. Understand the causes and symptoms of acne and its management, including licensed treatment options	2.1 Explain the biology of acne	
	2.2 Explain the use of treatments for acne	
3. Understand the classification of and triggers for rosacea and its management, including licensed treatment options	3.1 Describe rosacea in terms of its characteristics and triggers	
	3.2 Explain the use of treatments for rosacea	
4. Understand the causes and symptoms of dermatitis (including eczema) and its management, including licensed treatment options	4.1 Explain the biology of dermatitis (including eczema), including the developmental stages	
	4.2 Describe the characteristics of different types of eczemas	
	4.3 Explain the use of treatments for eczema	

5. Understand the forms of psoriasis and its management, including licensed treatment options	5.1 Describe the characteristics of the forms of psoriasis	
	5.2 Explain the use of treatments for psoriasis	
	5.3 Explain the current NICE guidelines for the order of treatment for psoriasis	
6. Understand the different types of skin lesions and their management, including licensed treatment options	6.1 Describe the characteristics of the different types of skin cancers	
	6.2 Describe the characteristics of the different types of benign skin lesions	
	6.3 Explain the use of treatments for specified skin lesions	
7. Understand the symptoms of common bacterial, viral and fungal infections in relation to dermatology	7.1 Describe the characteristics of common infections of the skin	

Unit 8 - Diabetes, treatments and management

The learner will:	The learner can:	Mode of assessment:
1. Understand how diabetes is related to the regulation of glucose in the body	1.1 Explain the healthy regulation of glucose in the body	50 short and long answer questions 60% pass mark
	1.2 Differentiate between Type 1 and Type 2 diabetes	
	1.3 Explain the diagnoses for diabetes, including indicative symptoms	
	1.4 Explain the role of monitoring glucose levels, for diabetic patients	
	1.5 Explain the influence of susceptibility factors on the occurrence of diabetes, including those of genetics and obesity	
2. Know common skin conditions, complications, other conditions and diseases associated with diabetes	2.1 Describe complications associated with diabetes	
	2.2 Describe skin conditions associated with diabetes	
	2.3 Describe other conditions, including infectious diseases associated with diabetes	
3. Understand the management of diabetes, including licensed treatment options	3.1 Explain the use of treatments for Type 1 diabetes	

	3.2 Explain the use of treatments for Type 2 diabetes	
	3.3 Describe treatments available for conditions associated with diabetes	

Unit 9 - Diseases of the central nervous system (CNS), treatments and management

The learner will:	The learner can:	Mode of assessment:
1. Understand the function and changing structure of the central nervous system related to aging, dementia and infectious diseases	1.1 Explain the function of the central nervous system	50 short and long answer questions 60% pass mark
	1.2 Explain the age-related changes in the central nervous system	
	1.3 Describe the characteristics of dementia	
	1.4 Describe how bacterial or viral infections that enter the brain can lead to dementia	
2. Understand the signs and symptoms, characteristics and licenced treatment for specific dementia types	2.1 Explain the management of dementia with Lewy bodies (DLB)	
	2.2 Explain the management of vascular dementia	
	2.3 Explain the symptoms of fronto-temporal dementia	
	2.4 Explain the characteristics of Alzheimer's disease, including differentiation from vascular dementia	
	2.5 Explain how the brain of a patient suffering with	

	Alzheimer's disease differs from a healthy brain	
	2.6 Explain the licensed treatment options, including treatments for mild to moderate Alzheimer's disease	
3. Understand Parkinson's disease and licensed treatments	3.1 Explain the effects of the loss of specialised nerve cells that leads to Parkinson's disease	
	3.2 Explain the action of the different classes of medicines used for treating Parkinson's disease	

Unit 10 - Diseases of bone, treatments and management

The learner will:	The learner can:	Mode of assessment:
1. Understand how bones develop and the factors affecting development	1.1 Explain the healthy development of bones	50 short and long answer questions 60% pass mark
	1.2 Explain the impact of factors affecting bone development and deterioration	
2. Understand the aetiology, prevention and diagnosis of osteoporosis	2.1 Explain the aetiology of osteoporosis	
	2.2 Explain the effects of measures that can be taken to prevent the onset of osteoporosis	
	2.3 Explain how osteoporosis is diagnosed	
3. Explain how osteoporosis is diagnosed	3.1 Explain the role of female hormones in the treatment of osteoporosis	
	3.2 Explain the role of the bisphosphonate group of medicines in the treatment of osteoporosis	
	3.3 Explain the roles of monoclonal antibodies, vitamin D analogues, parathyroid hormone (PTH) and anabolic steroids in the treatment of osteoporosis	
4. Understand the causes and symptoms of other diseases of the bones and	4.1 Explain the causes of the diseases affecting the bones	

their management, including licensed treatment options		
	4.2 Explain the symptoms of the diseases affecting the bones	
	4.3 Explain the treatments available for the diseases affecting the bones	

Unit 11 - Female reproductive health and disorders, treatments and management

The learner will:	The learner can:	Mode of assessment:
1. Understand the functions of the female reproductive system and how control provides contraception	1.1 Explain how the function of the female reproductive system relates to its structure	50 short and long answer questions 60% pass mark
	1.2 Explain the cycles associated with the female reproductive system	
	1.3 Explain how hormonal contraceptives interfere with ovarian hormones in controlling the menstrual cycle to provide contraception	
2. Understand the causes of menstrual disorders and their management, including licensed treatment options	2.1 Explain the causes of menstrual disorders	
	2.2 Explain the treatments available for dysmenorrhea	
	2.3 Explain the treatments available for menorrhagia	
	2.4 Explain the treatments available for amenorrhea	
	2.5 Explain the treatments available for premenstrual syndrome	
3. Understand the effects of the menopause on the body and their management,	3.1 Explain the role of hormones in the menopause	

including licensed treatment options		
	3.2 Explain the effects of the menopause	
	3.3 Explain the treatments available for menopausal symptoms	
4. Understand conditions and diseases of the female reproductive system and their management, including licensed treatment options	4.1 Describe common conditions of the female reproductive system, including infertility	
	4.2 Explain the treatments available for conditions of the female reproductive system	
	4.3 Explain the characteristics of cancers of the female reproductive system	
	4.4 Explain the treatments available for cancers of the female reproductive system	
	4.5 Describe common infectious diseases of the female reproductive system	

Unit 12 - Gastrointestinal tract problems, treatments and management

The learner will:	The learner can:	Mode of assessment:
1. Understand the anatomy & physiology of the gastrointestinal tract	1.1 Explain how the structure of the gastrointestinal tract is related to the processes that occur within it	50 short and long answer questions 60% pass mark
	1.2 Summarise how the body's requirements are met by the metabolism of dietary constituents	
2. Understand the symptoms, causes and effects of gastrointestinal problems and their management, including licensed treatment options	2.1 Describe the characteristics of gastrointestinal problems and their symptoms	
	2.2 Explain the treatments available for constipation	
	2.3 Explain the treatments available for diarrhoea	
	2.4 Explain the treatments available for irritable bowel syndrome	
3. Understand the symptoms, causes and effects of diseases of the gastrointestinal tract	3.1 Explain the characteristics of diseases of the gastrointestinal tract	
	3.2 Explain the characteristics of inflammatory bowel diseases, including diverticulitis	
	3.3 Explain the characteristics of tumours of the gastrointestinal tract	

4 Understand the management of diseases of the gastrointestinal tract, including licensed treatment options	4.1 Explain the treatments available for diseases of the gastrointestinal tract	
	4.2 Explain the treatments available for inflammatory bowel diseases, including diverticulitis	
	4.3 Explain the treatment available for tumours of the gastrointestinal tract	

Unit 13 - Diseases of the male genitourinary system, treatments and management

The learner will:	The learner can:	Mode of assessment:
1. Understand the development of diseases of the prostate and their management, including licensed treatment options	1.1 Explain the characteristics of benign prostatic hyperplasia	50 short and long answer questions 60% pass mark
	1.2 Explain the treatments available for benign prostatic hyperplasia	
	1.3 Explain the characteristics of prostate cancer	
	1.4 Explain the treatments available for prostate cancer	
2. Understand testicular and penile cancer and their management, including licensed treatment options	2.1 Explain the characteristics of testicular and penile cancer	
	2.2 Explain the treatments available for testicular and penile cancer	
3. Understand sexual dysfunction and its management, including licensed treatment options	3.1 Explain the characteristics of erectile dysfunction	
	3.2 Explain the treatments available for erectile dysfunction	
	3.3 Explain the characteristics of orgasmic disorders	

	3.4 Explain the treatments available for orgasmic disorders	
4. Understand testosterone deficiency and its management, including licensed treatment options	4.1 Describe the characteristics of testosterone deficiency	
	4.2 Explain the treatments available for testosterone deficiency	
5. Understand male infertility and its management, including licensed treatment options	5.1 Explain the characteristics of male infertility	
	5.2 Explain the available treatments for male infertility	
6. Understand diseases of the male genitourinary system and their management, including licensed treatment options	6.1 Explain the characteristics of diseases of the male genitourinary system	
	6.2 Explain the treatments available for diseases of the male genitourinary system	

Unit 14 - Oncology, treatments and management

The learner will:	The learner can:	Mode of assessment:
1. Understand the cell biology of cancer	1.1 Describe the characteristics of cancer cells, including how they differ from normal cells	50 short and long answer questions 60% pass mark
	1.2 Explain the characteristics of control of cell division in cancers	
	1.3 Explain how metastasis occurs, including evasion of the immune system	
2. Understand the causes, symptoms and detection of cancers by screening	2.1 Explain the risk factors associated with the development of cancers	
	2.2 Explain the classification of tumours	
	2.3 Explain the clinical aspects of cancer	
	2.4 Explain the impact of screening on the early detection of cancers	
3. Understand the management of cancer, including licensed treatment options	3.1 Explain the treatment options for cancer	
	3.2 Describe the criteria against which treatment options are considered	
4. Understand licensed chemotherapy options for cancer	4.1 Describe the management of chemotherapy, including	

	administration and side-effects	
	4.2 Explain the different types of chemotherapy treatments available	
	4.3 Explain the use of treatments for cancers, including cytotoxic agents and hormone-related treatments	

Unit 15 - Psychiatric disorders, treatments and management

The learner will:	The learner can:	Mode of assessment:
1. Understand the nature of psychiatric disorders and how they are managed in the NHS	1.1 Explain key concepts in psychiatry, including the assessment of risk and its management and insight	50 short and long answer questions 60% pass mark
	1.2 Explain the basis for diagnoses of psychiatric disorders, including the use of specified diagnostic manuals	
	1.3 Describe a common mental health service configuration in the NHS, based on the subdivision of psychiatry mirrored in Royal College of Psychiatry	
2. Know the symptoms of common anxiety disorders and their management, including licensed treatment options	2.1 Describe the symptoms of common anxiety disorders	
	2.2 Describe the available treatments for common anxiety disorders which follow NICE guidelines	
3. Understand depression and its management, including licensed treatment options for depression and bi-polar disorder	3.1 Explain the diagnosis of depression using the current Diagnostic and Statistical Manual of Mental Disorders (DSM)	
	3.2 Explain the triggers for depression	

	3.3 Explain the hypotheses for the biology of depression	
	3.4 Explain the available treatments for depression, which follow NICE guidelines	
	3.5 Explain the treatments for bi-polar disorder	
4. Understand the symptoms and causes of schizophrenia and its management, including licensed treatment options	4.1 Explain the symptoms of schizophrenia	
	4.2 Explain the common causes of schizophrenia	
	4.3 Explain the treatments available for schizophrenia, including common side-effects	
5. Know the criteria for personality disorders and substance dependence and its management, including licensed treatment options	5.1 Describe the characteristics of personality disorders	
	5.2 Describe the criteria for substance dependence following the WHO's International Classification of Diseases (ICD) guidelines	
	5.3 Describe the treatments for alcohol dependence	
	5.4 Describe the treatments for illicit substance misuse	

Unit 16 - Respiratory diseases, treatments and management

The learner will:	The learner can:	Mode of assessment:
1. Understand the anatomy and physiology of the respiratory system and the effects of smoke in the body	1.1 Explain how the function of the respiratory system is related to its structure	50 short and long answer questions 60% pass mark
	1.2 Explain the effects of cigarette smoke in the body	
2. Understand rhinitis and its management, including licensed treatment options	2.1 Explain the causes of different types of rhinitis	
	2.2 Explain the treatments available for rhinitis	
3. Understand asthma and its management, including licensed treatment options	3.1 Explain the immune response which causes asthma	
	3.2 Explain the treatments available including prophylactics for asthma	
4. Understand chronic obstructive pulmonary disease (COPD) and its management, including licensed treatment options	4.1 Explain the characteristics of chronic obstruction of expiratory flow	
	4.2 Explain the available treatments for COPD which follow NICE guidelines	

5. Know diseases of the respiratory system and its management, including licensed treatment options	5.1 Describe the classification of respiratory failure	
	5.2 Describe the causes of pneumoconiosis	
6. Know common infections of the respiratory tract and its management, including licensed treatment options	6.1 Describe the characteristics of respiratory infections	
	6.2 Describe the treatment of respiratory infections	