



# ABPI Intermediate Professional Programme for Industry Personnel

## Learning Outcomes

### Unit M1 – Operating in the pharmaceutical industry

The learner will:	The learner can:	Mode of assessment:
1. Understand how the ABPI regulates the promotion of medicines	1.1 Explain the scope of the current ABPI Code of Practice	Unit M1 is assessed by a multiple-choice examination made up of 30 questions, lasting 30 minutes. The pass mark is 60%.
	1.2 Explain how medicines are ethically promoted to health professionals and administrative staff	
	1.3 Explain how the ABPI Code of Practice impacts on the role of the pharmaceutical representative	
	1.4 Explain the limitations imposed upon the promotion of medicines by the Code of Practice	
2. Understand the benefits of working together across the NHS, health charities and industry, and the principles for fair and transparent engagement	2.1 Describe approaches to collaboration between the NHS, health charities and industry	

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	2.2 Describe approaches to, and benefits of, patient involvement and engagement	
	2.3 Explain the context, mechanism, and purpose of Disclosure UK	

## Unit M2 - 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, together with underpinning biochemistry	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 M3 - 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 M4 - 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	

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



**Unit M5 – Understanding the provision and promotion of prescription medicines within the NHS**

<b>The learner will:</b>	<b>The learner can:</b>	<b>Mode of assessment:</b>
1. Know the development, functions and aims of the National Health Service (NHS)	1.1 Describe the history and development of the NHS in the UK	Unit M1 is assessed by a multiple-choice examination made up of 30 questions, lasting 30 minutes. The pass mark is 60%.
	1.2 Describe structure and functions within the NHS across the UK	
	1.3 Describe influences on the provision of licensed and approved medicines in the NHS across the UK	
2. Understand the influences on the provision of medicines	2.1 Describe key planning and processes within the NHS in England	
	2.2 Describe the NHS commitment to sustainability	
	2.3 Describe the NHS England drive to reduce health inequalities in children and adults at both national and system level	