



ABPI Intermediate 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>	