

REGISTRATION INFORMATION

CERTIFIED NATIONAL PHARMACEUTICAL REPRESENTATIVE

Web Based 120 Hours Registration Fee: \$1695*

*Prices include all materials!

To register, please call
(803) 593-9954 ext. 1277
or visit

<http://www.gatlineducation.com/aiken-tech/>

Questions? Send an email to
johnsonm@atc.edu



Aiken Technical College
Workforce & Business Development
PO Drawer 696
Aiken, SC 29802

For information on financial assistance please visit
www.collegeloanapplication.com

For Student Loan Information, call: The Education Resources Institute (TERI) at (800) 255-8374, ext. #2 (The Customer Service Department can take your application over the phone.)

We do not discriminate based on creed, race or religion.

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Certified National Pharmaceutical Representative



<http://www.gatlineducation.com/aikentech/>

Online Certificate Programs
in association with



Certified National Pharmaceutical Representative

The Certified National Pharmaceutical Representative (CNPR) online training program was developed in partnership with the National Association of Pharmaceutical Sales Representatives (NAPSR). This unique training program will prepare you for a new career as a Pharmaceutical Sales Representative and for national certification through NAPSR. As a registered student of the CNPR program, you will automatically become a member of NAPSR and will be eligible to sit for the CNPR national certification exam at no additional cost.



The CNPR is a federally trademarked certification which can be obtained by acquiring the necessary knowledge in pharmacology, medical terminology, physiology, and regulations for selling pharmaceuticals. The CNPR Training Program was developed in response to a rising

need for entry-level pharmaceutical sales representatives. This course was designed for individuals who want to gain entry into the pharmaceutical industry but who lack the required pharmacology and medical education. The CNPR examination is dedicated to increasing the professional level of NAPSR members and to developing meaningful and ethical standards fully accepted by its members and members of the pharmaceutical community. The goal of the training program is to develop knowledge in clinical pharmacology, physiology and medical terminology. This knowledge will greatly enhance an individual's understanding of the pharmaceutical industry and its selling process as well as increase the applicant's hiring potential.

The goal of the CNPR Training Program is to prepare candidates for a career in pharmaceutical sales. You will learn:

- General Medical Terminology
- Anatomy and Physiology
- Clinical Pharmacology
- Managed Care
- Pharmaceutical Terms, Abbreviations, and Definitions
- Drug Sampling Rules
- PI Descriptions
- Effective Pharmaceutical Selling Techniques
- Therapeutic Classes and Categories



The National Association of Pharmaceutical Sales Representatives understands the technicality involved in the pharmaceutical selling process. Our Advisory Board of pharmaceutical industry experts recognizes the challenges encountered in the day-to-day activity of selling to physicians, and the clinical and pharmacology knowledge of your product and your competitors' product expected by physicians. The CNPR Training Program is designed not only to prepare you for a career in pharmaceutical sales, but to make you a more attractive candidate to pharmaceutical companies.

CNPR members must be willing to participate in continuing education and must agree to uphold the NAPSR Standards of Ethical Practices and Certification Program Rules. The certifying examination requires the candidate to demonstrate comprehensive knowledge of federal regulations and the pharmaceutical industry. The objective of the NAPSR program is to set standards accepted within the profession and to assure the public that the organization acts in the best interests of the pharmaceutical sales industry and the public.

How our online courses work

- **You are assigned an instructor for one-on-one assistance.**
- **You progress at your own pace.**
- **All materials are included.**
- **Your work is evaluated and a 70% is required for a certificate.**
- **You will be given six months to complete the program. Extensions are given upon request.**
- **You will receive a certificate from Aiken Technical College upon successful completion.**

Detailed objectives, outlines, prerequisites, frequently asked questions, demos, and ratings of the courses are available at www.gatlineducation.com

