

PHARMACEUTICAL SALES

Pharmaceutical Sales Representatives typically call on pharmacists, physicians, other health practitioners, hospitals, and health-related organizations. They introduce new products, provide physicians and other health care workers with updated research information, and help obtain specialized information from their companies. Compensation for a pharmaceutical sales representative can be, with annual bonuses, on par with pharmacy graduates.

Students should consult the catalog for the senior institution of their choice as programs vary.

FRESHMAN YEAR

ENGLISH COMPOSITION (6 HRS)

ENG 1113 English Comp. I	3
ENG 1123 English Comp. II	3

HUMANITIES (6 HRS)

HIS 1113 Western Civ. I	3
HIS 1123 Western Civ. II	3

SOCIAL SCIENCE (6 HRS)

PSC 1113 Am. Nat. Government	3
SOC 2113 Intro. To Sociology	3

MATH (6 HRS)

MAT 1313 College Algebra	3
MAT 1613 Business Calculus	3

LAB SCIENCE (4-8 HRS)

BIO 1414 Zoology (optional)	4
CHE 1214 General Chemistry	4

BUSINESS COURSES (6 HRS)

BAD 1113 Intro. To Business*	3
or BAD 1213 Intro to International Bus	3
BAD 2533 Bus. & Microcomp.*	3
or CSC 1113 Intro to Comp Conc	3

* Required Business Core Courses

SOPHOMORE YEAR

HUMANITIES (9 HRS)

ENG 2413 World Literature	3
PHI 2113 Intro. to Philosophy	3
ENG 2323 English Lit. (Elective)	3

FINE ARTS (3 HRS)

ART 1113 Art Appreciation	3
MUS 1113 Music Appreciation	3

SOCIAL SCIENCE (3 HRS)

PSY 1513 General Psychology	3
GEO 1113 Geography	3

SPEECH (3 HRS)

SPT 1113 Speech	3
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BUSINESS COURSES (6-12 HRS)

ACC 1213 Accounting I*	3
ACC 1223 Accounting II	3
ECO 2113 Economics I*	3
BAD 2413 Legal Envir. of Bus.*	3

BIOLOGICAL SCIENCES (4 HRS)

BIO 2514 Anatomy & Physiology I+	4
BIO 2524 Anatomy & Physiology II	4

+ Prerequisite is one lab science course.

HEALTH (For USM)

HPR 1213 Health	3
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6/05

PHARMACEUTICAL SALES - NOTES:

The suggested program of study on this sheet is appropriate for those whose career objectives include business or industry in the field of pharmaceuticals. There are two avenues to achieve the goals of being a medical supply sales representative or pharmaceutical representative.

One avenue is in the Ole Miss School of Pharmacy. This program leads to the B.S. degree in Pharmaceutical Sciences, a non-clinical practice degree, having a heavy emphasis on medicinal chemistry and related sciences. (See the JCJC Curriculum Sheet for *Pharmacy*.)

The other avenue is under The College of Business Administration at USM. USM no longer has a Pharmaceutical Sales Program. They are just Marketing Majors who will take pharmacology courses there as well as business courses. This avenue offers a B.S. degree in Marketing, the parent program for the Pharmaceutical Sales training.

JCJC students should enroll in the Accounting and Business curriculum to complete the core requirements for a Marketing major at USM. The USM program includes extra studies in the laboratory sciences beyond that normally scheduled by typical accounting and business majors.

To pursue a degree in Pharmaceutical Sciences at Ole Miss, the student must follow the pre-pharmacy curriculum and apply for admission, as if planning to enter the pharmacy profession. The design of the major in Pharmaceutical Sciences at Ole Miss is preparatory for professional schools of pharmacy, medicine, dentistry, research degrees--PhD, and as a sales representative in the health care industry.

Students should consult carefully the catalog of the senior institution for details concerning specific courses and the transfer process. Additionally, students should plan to complete no more than half of the hours required for a bachelor's degree prior to transferring to the senior institution.

All business majors pursuing an Associate of Arts degree from JCJC are required to take all courses below marked with an * in order to complete the professional component of the JCJC program.

Students without an adequate high school math background, which includes a minimum of Algebra II, should enroll in a preparatory math course, such as Basic Math, Beginning Algebra or Intermediate Algebra, prior to College Algebra. Preparatory math courses will not transfer to other institutions.

This CHECK SHEET should be used to keep a careful record of grades for each of the courses and should be presented to the student's advisor for planning the schedule of courses each semester at JCJC.