

**NEW EMERGING OPPORTUNITY AS A
“PATIENT MANAGEMENT PHARMACIST”**

Workshop By:



WORKSHOP BY:

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Workshop will cover:

- Scope of Pharmacy Profession
- Role of Pharmacist in patient care
- 7 Sets of competencies required for Pharmacist
- Patient management process through FARM, SOAP and CARE Notes
- Discussion and brain storming on Clinically most important Case studies
- Skill development for Patient Assessment and counseling
- Learn -Scientific methodology of Learning
- Knowing to doing tool



Learning Outcomes

- 360 degree shifting of attitudes towards pharmacy Profession as a career options
- Students start feeling the pharmacist as a key member of healthcare system and exciting discipline of study.



WORKSHOP OUTLINE

Time	Topic
10 to 11.15 am	<ul style="list-style-type: none"> • Overview of Pharmacy Profession • Role of Pharmacist in Patient Management • Skills and competencies development of patient management through case studies
11.15 to 11.30	Video
11.30 to 12.30	<ul style="list-style-type: none"> • Unique Learning methodology and note taking process for creative learning
12.30 to 12.45	<ul style="list-style-type: none"> • Life changing Home work with the help of Pharmaceutical care services assessment form • “KNOWING TO DOING”

PHARMACY PROFESSION OVERVIEW



SCOPE OF PHARMACY PROFESSION

Industrial

- Research and Development
- F&D
- Production
- QA/QC
- Marketing
- Clinical Research
- Regulatory Affairs

Clinical

- Community Pharmacist
- Hospital Pharmacist
- Medication Management review
- Specialized Disease Management
- Compounding
- Prescribing
- Geriatric and Pediatric
- Regulatory affairs
- Clinical research
- Epidemiology and biostatistics
- Healthcare Administration

An overview of Pharmacy education in India

- The beginning in India at the Banaras Hindu University (BHU) in 1932 by Professor M. L. Schroff
- Earlier, The Pharmacy education has never been part of paramedical team and hence, its development has been quite unique and quite different from rest of the world.
- Pharmacy education in India traditionally has been industry and product oriented
- Currently, Indian Pharmaceutical sector is at the highest peak
- Future scope is in Patient Management and Cognitive Pharmacy services

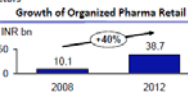
Growth in pharma sector and organized pharma retail is expected to boost pharmacy retail in India

Growth in pharmaceuticals sector

- The Indian pharmaceutical industry ranks 4th in volume terms and 13th in value terms
- The domestic pharmaceutical market is larger than the export market
- Retail market accounts for three quarters of the pharmaceuticals while direct sales to the hospitals and nursing homes accounts for the remainder



- Growth in pharmaceutical sector has attracted many organized players in pharmacy retailing
- New players include not just those with a pharmaceutical or healthcare background but also corporates from other sectors



Impact

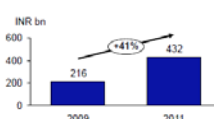


The market is highly fragmented and dominated by the unorganized sector

Market Overview

- There are 8,00,000 pharmacies in India today, with about 60,000 distributors
- Market is fragmented and dominated by the unorganized sector
- Growth in this market is driven by increasing healthcare spending, growth in organized retailing and attractive margins
- The entry of organized players is changing the face of the pharmacy business in India
 - The organized space of pharmacy retailing is dominated by 10-12 big players
 - Primarily, organized retail chains operate either as a company owned or managed stores or as a franchisee outlet
- In India, pharmacies/drug stores are the dominant distribution channel generating 74% of the overall pharmaceutical sales

Overall Market Size & Growth



Revenue split – Organized vs Unorganized



PHARMACIST IN PATIENT MANAGEMENT



Patient and Pharmacist Relationship

Patient ↔ Pharmacist

Visit Pharmacist

- To seek health related information
- OTC for minor Alignment
- Come with prescription for medication

Pharmacist reply would be

- Provide authentic health related information
- Diagnosis & management of minor ailment
- Dispensing prescribed medication
- Cognitive Pharmacy services

Pharmacist skills and Competencies

Skills and values

- Empathetic
- Confidence
- Warm hearted
- Smiling and carrying
- Well presented
- Confidence
- Good communication
- Good listening skills
- Record Keeping skills

Competencies

- Patient care
- Team work
- Ethically & legally
- Information
- Communication
- Distribution
- Management

Who is Pharmacist?

The one who is successful demonstrate all these competencies and make positive contribution in patients health outcomes, is called Pharmacist.



Pharmaceutical care plan

- Patient Health Assessment (Diagnosis, Drug Related problem, Disease related problem)
- Set Desired health care out come
- Strategic care plan to achieve desired goal (Non Pharmacological and Pharmacological management, Compliance and Counselling)
- Monitoring and follow-up
- Documentation



Pharmaceutical Care Plan

CHECK	WHO is the patient? WHAT are the symptoms? WHAT has been tried? HOW LONG have the symptoms been present? Other MEDICATIONS? Other CONDITIONS?
ASSESS	Diagnosis CLEAR? Medication therapy MOST APPROPRIATE? Possible INTERACTIONS? TRAINED and CONFIDENT?
RESPOND	RECOMMEND appropriate therapy, OR REFER if uncertain, OR RECONSIDER if medication inappropriate
EXPLAIN	VERBAL directions WRITTEN support WHAT TO DO if not improved REASONS for referral
RECORD	IF LEGALLY REQUIRED Provide ONGOING CARE IF REFERRED IF MISUSE/ABUSE suspected

Pharmaceutical Care Plan Model

FARM Note	SOAP Note	CORE Plan
F – Findings	S – Subjective data	C –Condition
A – Assessment	O – Objective Data	O – Out come
R – Recommendation	A – Assessment	R – Regimen
M – Monitoring	P – Plan	E – Evaluation



Pharmaceutical Care services

- OVER THE COUNTER (OTC)
- PRESCRIPTION DISPENSING

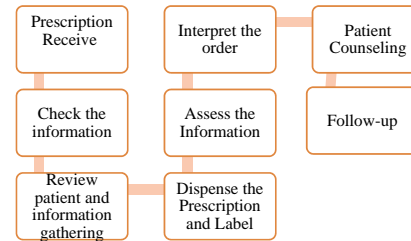
Part of Prescription

Prescription has three important part:

- **prescriber Information**
- **Patient Information**
- **Rx Information**
 - Prescriber's Name, Address, Phone Number
 - Patient Name, Address, Age
 - Date of Prescription
 - Drug Name, Strength, and form
 - Drug dose, Frequency, quantity and mode of Administration
 - Clear instruction for Patient and Pharmacist



PRESCRIPTION REVIEW AND DISPENSING PROCESS



Patient Information Questions

- A. Greetings of the day, How Can I Help you?
- B. Who is for this medication?
- C. How old are you?
- D. Evaluate the specific questions for Child, Women, Old patients
- E. Have you had this medication before?
- F. What for are you using this drug?
- G. Do you know how to use the medication?
- H. Do you have any other medical conditions?
- I. Are you taking any other medications?
- J. Have you tried any herbal or OTC Medication for same condition?
- K. Are you allergic to anything?
- L. Life style questions (Smoking, Alcohol, Caffeine, Exercise, Diet, stress)
- M. Follow-up for previous advice or medication?

Counselling Points

- What for this medication?
- Why you need to take this medication?
- How to take?
- When to take?
- What are the common side effects and what to do in such situation?
- What are the life threatening side effects and what to do?
- What are the precautions need to be taken?
- Possible drug and food Interaction
- What is Maximum dose specially for narrow therapeutic window drugs
- Some specific information about the dosage form, drug etc

Provides written information about the drug and disease (CMI or Self-care cards)

Role of Pharmacist in Patient management

- Patient is taking appropriate drug for appropriate disease
- Right – Drug
- Right – Dose
- Right – Method
- Right – Timings
- Compliance
- Side effect
- Patient Education



CASE STUDIES DISCUSSION

- a) Over the Counter Case studies:
- b) Information Seek Cases:
- c) Prescription Case studies:



A. Over the Counter Case studies:

1. Can I have a Lopramide for Diarrhea?
2. Can you give me something for my Acidity?
3. Can I have a Dextromethorphen for Dry Cough?

B. Information Seek Cases:

1. I am 50 year old Male and I am suffering from Diarrhea and constipation and I have lost few kilo weight in last one month?

C. Prescription Case studies:

1. Rx. Methotrexate 15 mg Tablet (1 tablet Daily)
2. Rx. Atenolol 50 mg Tablet (1 Tablet Daily)

SCIENTIFIC LEARNING METHODOLOGY

DIFFERENCE OF TEACHING AND LEARNING
EXAMPLES OF LEARNING

Learning Process:

**Information → Knowledge
→ Competencies →
Competent Professional**

For Pharmacy Learning:

Anatomy and Physiology – Pathology – Pharmacology- Clinical Pharmacy – Pharmacy Practice

**Examples of Learning:**

Concept- 1 = Heart Failure and it's Management
Concept -2 = Dextromethorphen
Concept-3 = Scientific Learning of
Bioavailability and Absorption

**Knowing to Doing****Self work Case Study**

- Use the Concepts that you have learnt today with the use of given Patient assessment form for doing Pharmaceutical care to all the patients around you including your relatives.
- Use this tools and Knowledge for self learning and development of Patient management skills and Competencies and eventually you will become competent Patient Management Pharmacist
- Start Doing case studies with very common Chronic Diseases Like
 - Hypertension
 - Myocardial Infraction
 - Heart Failure
 - Obesity
 - Diabetes –type-1
 - Diabetes Type -2
 - Hypothyroidism

Note: after few months you start with more complex case studies

Patient Assessment form

Patient Details		Assessment	
Demographic Profile		1. Drug Information	
Name: _____		2. Adverse Drug Reaction	
Age: _____		3. Pregnancy Status	
Sex: _____		4. Allergy Status	
Address: _____		5. No. of Medication of Drug	
Contact No: _____		6. Compliance	
E-mail: _____		7. OTC Drugs	
Occupation: _____		8. Lifestyle Changes to be followed	
Education: _____		9. Patient Understanding/Verification Status	
Religion: _____		10. Patient Understanding/Verification Status	
Marital Status: _____		11. Life Style Changes to be followed	
No. of Children: _____		12. Therapeutic Goal	
Date of Birth: _____		13. Therapy Monitoring	
Blood Group: _____		14. Monitoring & Evaluation	
Allergies: _____		15. Patient Education	
Current Medication:		16. Medication	
1. _____		17. Diet & Life Summary	
2. _____		18. Medication Name & Comments	
3. _____		19. Monitoring & Follow up	
4. _____		20. Review & Comment By: _____	
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HOW CAN WE HELP YOU?



PHARMACIST EDUCATION | EXCELLENCE

Our services for all of you:

- Series of Certificate workshops
- Education Provider (online)
(to become a Competent Pharmacist to grab future Opportunities in India as well as Overseas)
- Career Consultancy (Overseas)

No matter, are you willing to go overseas or Stay in India?
We are one stop Solution for your career needs...!!!



PHARMACIST EDUCATION | EXCELLENCE

- **Our mission** is to bring excellent Pharmacist Career Opportunities within the reach of every students and make them empowered with the required skills and competencies .




PHARMACIST EDUCATION | EXCELLENCE

Welcomes all of you for our Head office visit
Ahmedabad

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Best wishes



PHARMACIST EDUCATION | EXCELLENCE

		Student Name:				
					Date:	
Demographic Profile						
Patient Name:			Patient Contact No.			
Address:						
Age:		Weight:		Sex:		
Height:		Occupation:			BMI:	
Doctor Name:				Doctor Contact No.		
Clinical Pharmacist Name:				Pharmacist Contact No.		
Subjective Data						
Medical Condition:			Current Complain:			
1						
2						
3						
4						
Life Style						
Diet				Exercise		
Morning	Afternoon	Snakes	Evening	Type		Duration
Objective						
Sr. No.	Date	Parameter	Test Value	Normal Value	Comment	
Present Medicine						
Sr.No.	Brand Name	Generic Name	Dose	Indication	Frequency	Time
1						
2						
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8						
9						
10						

Assesment

1. Drug Interactions:

2. Advise Drug Reaction:

3. Improper Dose:

4. Wrong Dose:

5. No Indication of Drug:

6. Compliance:

7. OTC Drugs:

8. Lifestyle Changes to be followed

Planning

Patient Counseling-Medication Chart

Patient Counseling-Diet Chart

8. Life Style Changes to be followed

Planning

1. Therapeutic Goal:

2. Stretegic Planning

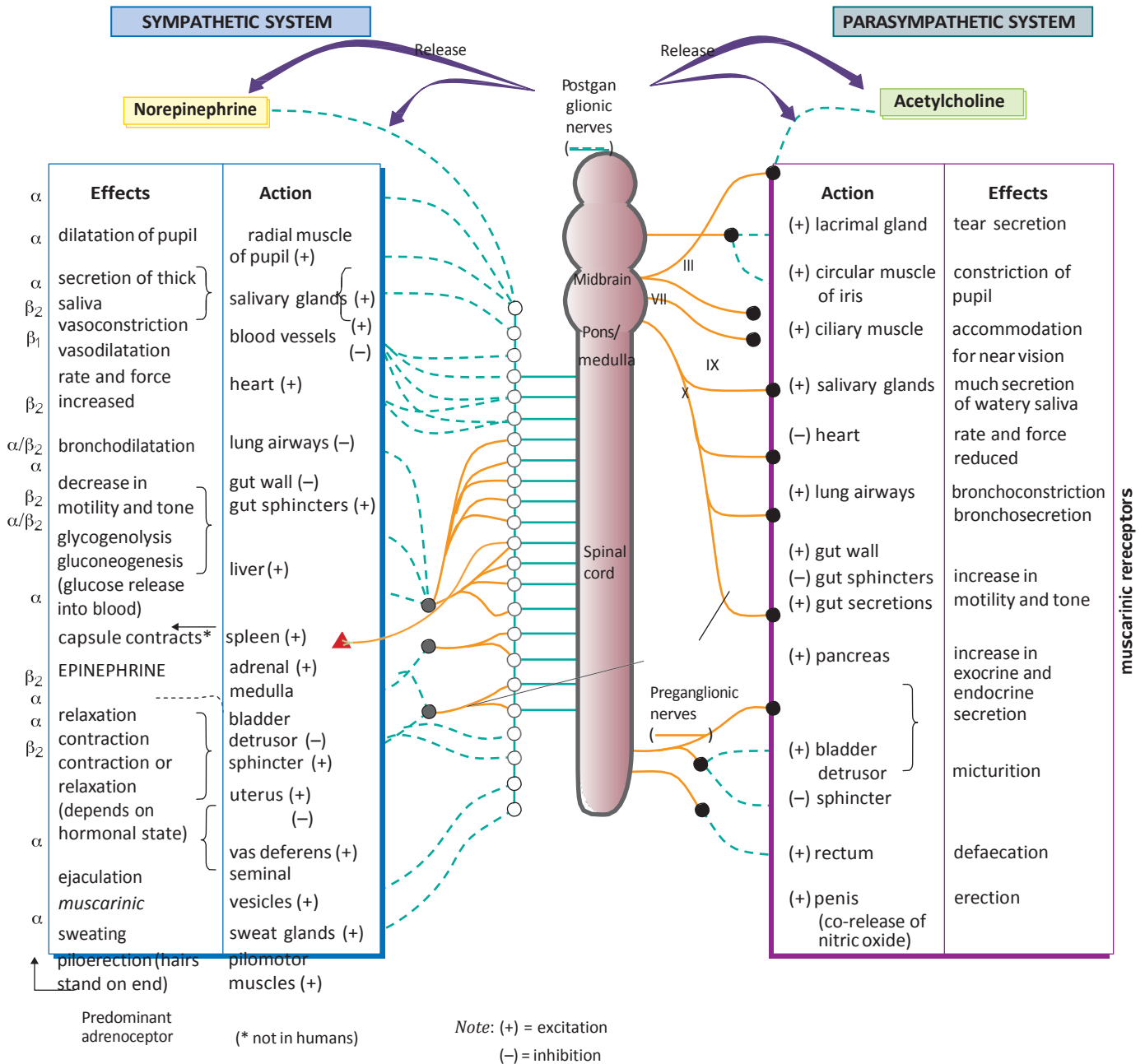
Education & Counseling	Non Pharmacology	Pharmacology
Disease Education		
Medication		
Diet & Life Summary		

Pharmacist Note & Comments:

Monitoring & Follow up:

Review & Comment By Nitesh sir:

Autonomic nervous system



INFORMATION FOR

LICENCING

AUTHORITY OF

CANADA, AUS, NZ, USA

- **PEBC (The Pharmacy examination Board of Canada)**
- **APEC (Australian Pharmacy Council)**
- **FPGEE (Foreign Pharmacy Graduate Equivalency Examination)**

About PEBC

The Pharmacy Examination Board of Canada (PEBC) is the international certification body for the pharmacy profession in Canada. PEBC is a non-profit organization with more than 45 years of experience in assessing the qualification and competence of candidates for licensing by pharmacy provincial regulatory authorities.

International graduates who want to work as Pharmacist in Canada then they must have to follow three steps.

1. Document Evaluation
2. Exams (PEBC Part 1 & Part 2)
3. Training

This Kind of Examination Evaluation your “Competency” Level. The Board evaluates qualifications, develops and administers examinations including a national Qualifying Examination, and issues Certificates of Qualification.

Steps of Registration

1. Document Assessment with PEBC
2. **PEBC Stage-1 (Evaluation Exam)**
3. **Training**
4. **PEBC Stage-2 (Qualifying Exam)**
5. Pharmacy Law Examination
6. Registration with respective State Pharmacy Counseling

Exam Type	PEBC Part-1	PEBC Part-2 (A)	PEBC Part-2 (B)
Total Question	300 MCQ Paper-1 and 2 each has 150 questions	200 MCQ	OSCE-Series of Case study based scenarios based-7 minutes for each scenario
Duration of Examination	3.5 Hours	4.5 Hours	Depend
Frequency of Exam	Twice a year (July and January)	Twice a year (May and November)	Twice a year (May and November)
Exam Fees	\$600	\$775	\$1750
Number of Attempt	3 Times	3 Times	3 Times
Syllabus	Clinical Science Biomedical Science Pharmaceutical Science Social Science	Safe and Effective Drug management Accurate Dispensing Health Information	Competencies and skilled base examination
Passing Criteria	60%	Evaluation by PEBC	Evaluation by PEBC

Passing Criteria for all above exams are based on Score Scale

About APEC

In APEC Examination Candidates is Divided in two Streams:-

Stream A Candidates (FOR INDIAN PHARMACY GRADUATES): will sit the Knowledge Assessment of Pharmaceutical Sciences examination (KAPS).

Stream B candidates (FOR USA, CANADA, IRELAND, UK PHARMACY GRADUATES): will sit the Competency Assessment of Overseas Pharmacists examination (CAOP).

Information for Knowledge Assessment of Pharmaceutical Sciences examination (KAPS). Eligibility: In order to be eligible for the KAPS examination you must have been issued a Stream A eligibility letter.

English Language Requirement: From 1 July 2015 we no longer require candidates to provide evidence of English proficiency. This means that you will not need to provide evidence of you English language skills to be eligible to sit the KAPS examination.

You do need to be aware that the Australian Health Practitioner Regulation Agency (AHPRA) will require you to provide evidence of English proficiency to register as a pharmacist in Australia. **IELTS Requirement:** Over all 7.0 Band with no band less than 7 in any Module. **Or** Six Year Full time equivalent study in English.

Important Points: APC (Australian Pharmacy Council)

- Stream A and Stream B (Indian Students are under Stream A)

Steps for Getting License in Australia

1. Apply for an APC Skills Assessment
 - I. Online Application: AUD \$990
 - II. Paper Application: AUD \$1490
2. Application Assessed
3. Eligibility Letter Issue
4. Sit and Pass an Examination
5. Skill Assessment Letter Issue
6. Apply to the PBA or DIBP

- KAPS is the only way to get Registration as a Pharmacist in Australia, even if, one does M.Pharm or PhD from any of the Australian Universities.

Exam Type	APEC – Stage 1 (KAPS)	APEC Stage 2 - (A) written (CAOP)	APEC Stage 2 - (B) Oral (CAOP)
Total Questions	200 MCQ Paper-1 and 2 each has 100 questions	125 MCQ	Clinical and OTC
Duration of Examination	2 Hours	3 Hours	Depend
Frequency of Exam	3 Times in a year (April, June & October)	Six times a year	Three times a year
Exam Fees	AUD \$1825 Per Attempt	AUD \$95 Per Attempt	AUD \$1525 Per Attempt
Syllabus	<ul style="list-style-type: none"> ➤ Therapeutics ➤ Pharmacology ➤ Physiology ➤ Pharma. Chem 	Safe and Effective Drug management Accurate Dispensing Health Information	Competencies and skilled base examination
Passing Criteria	50% in Each segment	65%	Evaluation by APEC

Passing Criteria for all above exams are based on Score Scale

Important Points:

Q: English Requirement

Ans. IELTS 7.0 Not Less than 7 in any or OET A or B, For Training

➤ If one Pass, KAPS Paper I,

Q: Do I have to re-appear the paper I in next exam?

Ans. No, if you pass second paper within 2 years then no. Otherwise yes

Q: Validity of KAPS: 5 years

Q: No. of Attempts: Unlimited

Q: Examination centers: Australia and Overseas

Q: How many hours of Training: 1824 hours

Q: Can I do training during my study?

Ans. Yes you can (Legally you are allowed to work 20 hrs/ week)

Q: When I write APC-2 (CAOP, Written Exam)

Ans. Any time after completion of 30% of your training

Q: APEC-2 (CAOP, Oral):

Q: Any time after completion of 70% of your training

About FPGEE

Foreign Pharmacy Graduate Equivalency Examination

The Foreign Pharmacy Graduate Equivalency Examination (FPGE) is an exam sat by Foreign Graduate Pharmacist who wish to enter and practice in the United States (each attempt costs around \$600). The certification is accepted by 50 state boards of pharmacy as a means of documenting the educational equivalency of an candidate's foreign pharmacy education and licensure. The FPGEE is administered twice each year at Pearson VUE test sites throughout the continental United States.

Prior to sitting for the FPGE exam, there are a number of requirements that each candidate is supposed to meet. One amongst such requirements is passing the TOEFL iBT exam. This is an English exam that is to ascertain the fluency levels for the foreign pharmacists. Every candidate must pass the TOEFL iBT exam before they are accepted into sitting for the FPGE.

- **Steps of Registration**

Step 1 Document Assessment (ECE and NABP) will get ATT (US \$130)

Step-2 FPGEE

Step-3 TOEFL iBT

Step-4 FPGEC

Step- 5 Training

Step-6 NAPLEX and MPJE

Step-7 License to practice

Explanations:

Exam Type	FPGEE	NAPLEX	MPJE
Total Questions (Computer Based Examination) (Adoptive Tech)	250 MCQ	185 Case study based MCQ (150 Functional and 35 Pre test)	90scenerio based questions (75 questions Functional and 15 questions Pre test)
Duration of Examination	5.30 Hours	5.30	2 hours
Frequency of Exam	Twice a year (April and Oct)	Frequently	Frequently
Syllabus	Clinical Science 35% Biomedical Science 21% Pharmaceutical Science 29% Social Science 15%	Safe and Effective Drug management 56% Accurate Dispensing 33% Health Information 11%	Pharmacy practice under Legal Structure 78% Licensing and Pharmacy regulation
Exam Fees	\$1200	\$505	\$250
Passing Criteria		<162 questions- no Result <185 question penalty will apply	<80 questions –No result < 90 questions penalty will apply

Passing Criteria for all above exams are 75 of Score Scale (Scale from 0 to 150)