



CHETOCHINE
Consulting Group

Validation of the Information on the Proper Use of Medicines (P.U.M.)

Target Audience

- Pharmaceutical Laboratories

You Will Learn

- **The competence of your representatives :**
 - Do your representatives know the PUM?
 - What are their strengths?
 - What are their weaknesses?
- **The competence of your teams:**
 - What are their strengths?
 - What are their weaknesses?
- **The performance of your network**



Training Methodology

- ½ day:
 - Each representative carries out 2 / 3 visits with different doctors, in a visit like setting, who will assess their visits, based on a grid which the laboratory established, several possible methods available
- Chetochine manages the recruitment and training of physicians, pharmacists ... accreditors, logistics and equipment (explanation of the staging to the representatives, personalized planning, evaluation grids, processing software and presentation of results)
- Various configurations are possible: individual debriefing interview doctor / representative, Meeting debriefing doctors / management, evaluation software.
- The results are obtained on the Top Value Excel V5 program, for countless analysis and charts as needed.
- Tracking in real time of every representative from each team, the entire network in terms of performance.