

PHARMA LEAP: MASTERING THE TRANSITION FROM AGENCY TO IN-HOUSE SUCCESS

CURRICULUM



THE AGENCY
ADVANTAGE

Introduction

Embark on a transformative journey through the dynamic world of the pharmaceutical industry with our six-module course, designed to clearly outline the path from agency to thriving in an in-house role within a pharma company. This course serves as your comprehensive guide, offering deep insights and practical advice to navigate the intricacies of this pivotal career shift. From uncovering the motivations behind transitioning, mastering essential competencies, to finding and securing the perfect job, each module is meticulously crafted to support your journey of self-discovery and professional growth.

You'll learn not just how to craft compelling applications but also how to excel in your new role, with strategies for the initial critical months and considerations for those contemplating a return to agency life.

Intended for experienced agency professionals and recent graduates alike, this course promises to enhance your understanding of the pharmaceutical sector, expand your skillset, and provide invaluable resources to achieve a fulfilling career transition.

Welcome to a journey that transcends mere career advancement, aiming to equip you with the knowledge and skills for a rewarding new chapter in the pharmaceutical world.

Online self-study course

This is an online self-study course. This course consists of 6 modules. Please note that all topics for the current module are to be completed before proceeding to the next module.

Course

Prerequisites

- *Designed for professionals coming from medcomms agencies, with at least two years of experience or recent graduates interested in transitioning to an in-house role within the pharmaceutical industry.*

Who is the course for?

- *This course is ideal for professionals coming from medcomms agencies, consultancies or clinical research organisations seeking to transition to an in-house role within the pharmaceutical industry, as well as recent graduates aspiring to enter the sector through agency roles.*





WHAT YOU WILL ACHIEVE

Outcome 1

Understand the motivations for transitioning from agency to in-house roles in the pharmaceutical industry, alongside the essential competencies required for success.

Outcome 2

Master the strategies for finding, applying to, and securing the ideal in-house position, including networking, CV crafting, and interview preparation.

Outcome 3

Navigate the initial challenges of in-house roles effectively and with confidence.



Credit Hour and Commitment

This course is broken down into 6 modules and consists of slides, worksheets and quizzes therefore, it is projected that you will spend approximately 18 hours total on this course. This course has 6 modules of continuous lessons and roughly a 3-hour commitment per module.



How to Succeed in this Course

To succeed in this course, actively engage with all modules, complete the quizzes and worksheets with diligence, and apply the insights to real-world scenarios to maximise learning and career growth.

Course Methods and Delivery

The method of instructions includes engaging with module content, completing quizzes, and working through worksheets for each of the six modules.

**Methods
of
Instruction**

You will have access to online lessons, materials and resources. This course is instructor facilitated and will be on time as per announced date.

**Your
Schedule**

Participants should have a basic understanding of the pharmaceutical industry and a commitment to actively engage in all modules, quizzes, and practical exercises.

**Course
Requirements**

Course Outline



Module 1: Why Make the Move In-House into a Pharma Company?

- **EXPLORING THE LIMITATIONS AND FRUSTRATIONS OF AGENCY WORK**
- **ASSESSING CHALLENGES AND OPPORTUNITIES OF MOVING IN-HOUSE**
- **COMPARING ADVANTAGES AND DISADVANTAGES OF AGENCY VS. PHARMA ROLES**
- **DISCOVERING YOUR MOTIVATION FOR THE TRANSITION WORKBOOK**
- **EXERCISE: UNCOVERING YOUR MOTIVATION**

Course Outline



Module 2: Decoding Pharma: Unravelling the Lingo and Simplifying the Complex

- ***NAVIGATING PHARMACEUTICAL MATRIX WORKING AND INTERPRETING THE COMPLEX WORLD***
- ***OVERVIEW OF PHARMACEUTICAL FUNCTIONS (MARKET ACCESS, MEDICAL AFFAIRS, ETC.)***
- ***ROLES AND RESPONSIBILITIES WITHIN GLOBAL TEAMS***
- ***COLLABORATING INTERNATIONALLY AND NAVIGATING LOCAL DIFFERENCES***

Course Outline



Module 3: Plugging the Competency Gap and Translating Agency Skills to Pharma

- ***ESSENTIAL SKILLS FOR PHARMA: RELATIONSHIP MANAGEMENT, TEAMWORK, NEGOTIATION***
- ***TRANSLATING AGENCY SKILLS TO PHARMACEUTICAL DEMANDS***
- ***IDENTIFYING AND ADDRESSING COMPETENCY GAPS***
- ***WORKBOOK EXERCISE: IDENTIFYING YOUR COMPETENCY GAPS***

Course Outline



Module 4: Finding a Job In-House

- **NAVIGATING THE JOB MARKET AND UNDERSTANDING COMPANY RESEARCH**
- **UTILISING JOB SEARCH PLATFORMS AND BUILDING YOUR NETWORK**
- **WORKBOOK EXERCISE: OPTIMISING YOUR LINKEDIN PROFILE**

Course Outline



Module 5: Applying for a Job in Pharma

- **CRAFTING AN UPDATED CV/RESUME TAILORED FOR PHARMA ROLES**
- **UNDERSTANDING WHAT PHARMACEUTICAL COMPANIES LOOK FOR**
- **NAVIGATING THE INTERVIEW PROCESS AND PREPARING WITH SAMPLE QUESTIONS**
- **WORKBOOK EXERCISE: WRITING A COMPELLING COVER LETTER**

Course Outline



Module 6: You Have a Job In- House, What Next?

- **ESSENTIAL FIRST STEPS IN YOUR NEW ROLE**
- **ADAPTING TO THE CORPORATE CULTURE AND UNDERSTANDING COMMUNITY DYNAMICS**
- **WORKBOOK EXERCISE: CREATING A REFERENCE DOCUMENT FOR NAVIGATING YOUR NEW ROLE**

Join the course



Transform your career with our specialised course, designed to navigate the shift from agency to in- house roles in the pharmaceutical industry – your gateway to a fulfilling new chapter.

Enrol Now!!