

Management class



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Management Topic: Trends in Pharmaceutical Sales Q: Should pharmaceutical company sponsored lectures to doctors or medical be limited? If not, why not? If so, why and in what ways?

Thesis Statement

“ The Importance of Limiting the Pharmaceutical Company Sponsored Lectures to Doctors and Medical Students”

Multi-Point Argument Supporting the Thesis Statement: Pros of the Issue 1

Open forum such as pharmaceutical company sponsored lectures is important since it allows the doctors / medical students to openly ask direct questions regarding the drugs’ safety and side effects. In a group session, the doctors could collaborate as they go through the process of studying the drug that is being presented to them. In the process, they would know whether a specific drug is really safe for consumption or not including the limitations of the drugs.

Through a limited sponsored lecture, these companies could have a lesser chance of corrupting the minds of these doctors and medical students for the purpose of earning profit.

Multi-Point Argument Supporting the Thesis Statement: Cons of the Issue

Without sponsored lectures, medical practitioners / students would rely more on the information that comes from ‘ drug reps’ who does not have much scientific knowledge about the impact of drugs on patients’ lives because these people are only after the sales commissions, expensive gifts, awards, and bonuses they’ll receive from the company out of selling these drugs.

Conclusion

It is advisable to limit this type of interconnection between the doctors and medical student(s) and the drug producer(s) in order to avoid ‘ under the

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table' or 'red tape' transactions and 'lobbying' between the two parties. A close personal relationship between the doctors / medical students and the pharmaceutical companies could result to converting these doctors as 'pharmaceutical sales representatives.' Thus, endangering the lives of the patients.

Topic: The Growing Subculture of Tweakers

Q: What has the US federal government done to address this problem in the last year?

Thesis Statement

“ The Positive Effects of Regulating the Supply and Selling of Legal Drugs that Contains Ephedrine and Pseudoephedrine in the U. S. Market”

Multi-Point Argument Supporting the Thesis Statement: Pros of the Issue

Controlling the importation of drug ingredients such as the ephedrine and pseudoephedrine from the nine major producers worldwide including Mexico is necessary in order to control the spread of 'meth epidemics' throughout the California, Oregon and other part of the United States. 2 By regulating the importation of these ingredients, the meth cooks will have a hard time searching for the main ingredients to produce crystal meth.

Another strategy is to regulate the selling of legal drugs like cold medicines that contain these ingredients throughout the United States. Having a strict control over the selling of these products, particularly by limiting the number of cold medicines consumers could buy as well as having the consumer register upon each purchase, could prevent the meth cooks from converting these legal drugs into crystal meth.

Conclusion

The two main strategies that the U. S. federal government implemented

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contributed to the success of controlling the meth epidemics over several areas in the United States. By implementing a strict control over the main sources of the ephedrine and pseudoephedrine, the government is able to prevent the meth makers from producing enormous amount of meth within the country.

References:

1 Elliott, Carl (2006) ‘ The Drug Pushers’

The Atlantic Monthly, April 2006, 82-93.

2 Frontline (2006) ‘ Frontline and the Oregonian: The Meth Epidemic’

Frontline: WGBH Educational Foundation. February 14, 2006.

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