

Tbilisi State Medical University

Pharmacy Management

Program Name	Pharmacy Management
Program Leader	Emeritus Professor Vazha Eriashvili Assistant Professor Nana Dughashvili
Qualification to be awarded	MA of pharmacy management
Program volume in credits	120 ECTS credits
Language of Instruction	Georgian
Aim of the program, which is focused on developing student competences and defining the sphere of employment	<p>The aim of the MA program is to train qualified, competitive pharmacy managers who will have deep and systemic knowledge of management methods, management systems, strategy of marketing activities and tactics, pharmaceutical therapy, clinical pharmacy and pharmaceutical care through which efficient functioning of the healthcare system will be supported.</p> <p>The MA course graduate, MA in pharmacy management will be able to independently carry out high level management activities: management of the processes of supplying, storing and selling pharmaceutical products, high level consultation about rational pharmaceutical therapy, management of material, commodity-financial resources and pharmaceutical establishments, carrying out competitive marketing activities in such segments of pharmaceutical activities as: producing pharmaceutical products, distribution, chemist's shop, import, quality control, logistics, marketing, administration of pharmacological supervision, carrying out pharmacological-economic activities in insurance companies. S/he will be able to generate new ideas and find ways for solving multilateral/complex problems in the area of pharmacy management, research of internal and external challenges influencing the system</p>

	<p>of pharmacy/organization applying modern methods and most recent approaches, administration and critical analysis of obtained outcomes, making proven conclusions, communicate with the academic and professional community in Georgian and foreign languages, assess liberal value, take part in their establishment. S/he will have the possibility to continue scientific-research activities and studying at the third level of education – doctoral.</p>
<p>Pre-requisites of the program</p>	<p>The BA of pharmacist or a pharmacist with a diploma who overcame the minimum margin of the united MA exam in general skills and successfully passed internal university exams in one's specific field and the foreign language.</p>
<p>Learning Outcome</p>	<p>After going through the MA program, the master of pharmacy management will have:</p> <ul style="list-style-type: none"> • Deep and systemic knowledge of pharmaceutical ethics, sociology and basics of psychology • Deep knowledge of the methods of pharmaceutical policy, healthcare systems management, administration of clinical research, following principles of ethics of clinical research, methods of pharmacological-economic research • Deep and systemic knowledge of respective pharmaceutical practices of FIP recommendations: GPP, GDP, GSP, GLP, GMP, GKP, GPVP; safety, efficiency and quality of means of treatment at the stages of production, distribution and logistics by means of the CAPA (prevention and correction of quality processes) system; ability to make in-depth understanding of the directions of addressing the challenges facing the field • Deep and systemic knowledge of management methods, management systems, strategy and tactics of

	<p>marketing activities; medicine advertizing; foundations of economic theory; organizing pharmaceutical business; specific strategies of price creation, pharmaceutical and medical examination, clinical pharmacy; rational pharmaceutical therapy and care; innovative information technologies.</p> <ul style="list-style-type: none"> • Efficient management of pharmaceutical establishments and activities that had been realized substantially, the process of universal functions of management, team work, leadership, preparation of decisions and their adoption and implementation • Be able to have an in-depth understanding of new ideas, give qualitative and quantitative characterization of information and statistical processing
Methods of achieving learning outcomes	<ul style="list-style-type: none"> • Discussion/debate • Group work • Brainstorming • Method of demonstration • Method of explanation • Action-based teaching • Verbal method • Method of written work • Practical methods
System of Assessing Student's Knowledge	<p>Assessment of the work carried out by the student/MA student envisages:</p> <p>a) Mid-term evaluation (all compulsory components to be fulfilled by the student, which is envisaged in accordance with the syllabus of the course/module);</p> <p>b) Final exam score.</p> <p>Maximum score of the course/module is 100 out of which 40 points are given to the final exam. Main assessment methods used are: tests, oral or combined summative exam.</p>

There are five types of positive and two types of negative assessments.

Positive assessments are:

a) A (Excellent) - 91-100 % of maximum assessment;

b) (B) Very good – 81-90 % of maximum assessment;

c) (C) Good – 71-80 % of maximum assessment;

d) (D) Satisfactory – 61-70 % of maximum assessment.

e) (E) Sufficient - 51-60 % of maximum assessment

Negative Assessments are:

a) (FX) Failed to pass – 41-50 % of maximum assessment, which implies that the students needs to work more to pass and gets the right to take an additional exam after independent work

b) (F) failed – 40 % of maximum assessment and less which means that the work carried out by the student is not enough and a/he has to study the subject again

The correlation between various components of assessment is defined by the syllabus of the separate course of the MA program. The share of the exam in the final assessment (mid-term and the final exams) does not exceed 40 %.

The MA student has the right to pass the additional exam in the same semester. The period between final and respective additional exams should not be less than 5 days.

	<p>Based on the criteria envisaged by the educational program, practical work, MA and/or other types of work are assessed by the 100-point system.</p> <p>Members of the committee of defending MA theses assess the MA work by the score of 0-100. The score is calculated by the members of the qualifying board of defending MA theses on the basis of the grade point average of the sum of the scores granted.</p> <p>In case of assessing the MA thesis at the score of 51 and more, the work is considered defended based on the following distribution of assessment scores:</p> <p>91-100 – Best piece of work; 81-90 – Very good piece of work; 71-80 – Good piece of work; 61-70 – Average piece of work; 51-60 – Satisfactory piece of work; 0-50 – Non-satisfactory piece of work;</p> <p>In case of the failure to appear at the defence of the MA thesis due to a reasonable cause (illness, etc.) the work can be submitted within the period of 1 month or at the following defense with the consent of the board of the respective department.</p> <p>In case of receiving the score of less than 51 at the public defense, it is possible to re-submit the thesis and defend it at the coming defense on the basis of the board of the respective faculty.</p> <p>The MA thesis may be submitted for defense not less than two times, by retaining the teaching component.</p>
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Curriculum:

№	Components	Total credits	Hours			Credits Distribution According to semester			
			among them			I	II	III	IV
			Contact	Practice	Independent work				
	Basic								
1	Social Pharmacy	7	84		126	7			
2	Pharmacy management	7	84		126		7		
3	Pharmaceutical marketing	5	60		90		5		
4	Pharmaceutical business organization and economy	4	48		72			4	
5	Pharmaceutical information and care	3	36		54		3		
6	Pharmaceutical and medical products expertise	3	36		54	3			
7	Clinical pharmacy	5	60		90			5	
8	Basics of Sociology and Psychology	2	24		36	2			
9	Management basics	3	36		54	3			
10	Marketing Basics and International Market	2	24		36	2			
11	Health Care Organization Basics	3	36		54		3		
12	Economic theory and business basics	4	48		72	4			
13	Information Technologies	3	36		54		3		
14	Professional English	3	36		54	3			
15	Practice I (pharmacy)	4	48	48	72	4			
16	Practice II (pharmacy)	5	60	60	90		5		
17	Practice III (pharmacy)	5	60	60	90			5	
18	Practice IV (hospital pharmacy)	5	60	60	90			5	
19	Practice V (Clinical Pharmacy)	5	60	60	90			5	
20	Master's Thesis	30	360		540				30
	Total	108	1296	288	1944	28	26	24	30

Elective									
1	Rational use of drugs Or	2	24		36			2	
2	The drug policy								
3	Business Law Or	2	24		36	2			
4	Standardization and registration of pharmaceutical products								
5	Marketing management Or	2	24		36		2		
6	Consumer and business markets								
7	Practical part of pharmacoeconomics Or	2	24		36		2		
8	Pharmaceutical enterprise management								
9	Pharmaceutical Quality Management Or	4	48		72			4	
10	Business English								
		120	1440		2160	30	30	30	30