# How to Enhance Pharmaceutical Career Readiness during MD Pharmacology?

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April 16, 2024

### Abstract

The traditional career path from MD Pharmacology to the medical affairs (MA) within pharmaceutical industry is becoming increasingly challenging and competitive. The MA role has evolved from a 'medical- knowledge-and-support-only' role to a 'strategic decision-making, scientific partner'. Traditional MD Pharmacology background and related knowledge are essential but may no longer be sufficient to ensure 'Day-1-preparedness' for an MA role. Transitioning from a medical college environment to the corporate environment would become easier if one develops certain additional soft and hard skills as elaborated in this article. The objective of this manuscript is to recommend how to better-equip the MD Pharmacology residents to be a confident, resourceful and successful MA professionalS. We also elucidate on key skill gaps and the suggested approaches to invest the residency time more judiciously to bridge those gaps for developing more industry-ready pharmacologists. A special segment on changes pertaining to COVID-19 pandemic is also included.

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#### Patient engagement

- Patients seek information
- MA generates insights about patients' unmet needs
- MA serves as a voice of the patient within company
- MA utilizes patient insights to shape strategy
- MA engages with patient in compliant information sharing

## Patient empowerment

- MA provides value to the patient based on advanced analytics of insights & scientific evidence
- The patients experience enhanced medication and disease knowledge and understanding
- Medical information combined with patients experience makes an empowered patient

#### Patient activation

- Patient participates in driving their treatment decision
- The patient partakes in raising awareness amongst fellow patients



