

The CNPR® quizzes can be found by logging into the 'NAPSRx® Members Sign In' and then selecting the 'Practice Quizzes' tab.

CNPR® 13th Edition Quiz Outline

Quiz 1, Chapter 1	Quiz 2, Chapter 2-3
Quiz 3, Chapter 4	Quiz 4, Chapter 4
Quiz 5, Chapter 4	Quiz 6, Chapter 5-6
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Quiz 19, Chapter 20	Quiz 20, Chapter 21- 22

Study Outline:

- Know the pharmaceutical industry and its economic impact. (**Chapter 1, 2, 3**)
- Recognize pharmaceutical terminology, definitions, and abbreviations needed to sell pharmaceuticals, understand basic concepts of clinical pharmacology (**Chapter 4 & 20**)
- Understand the FDA's role in the industry, laws enforced by the FDA, the Hatch-Waxman Act, and regulatory compliance in drug labeling and promotion, drug sampling protocols (**Chapter 5, 6, 7, 8**)
- Understand research and development of new drugs, including stages and timelines of new drug development and clinical trials (**Chapter 9, 10, 11, 12**)
- Gain knowledge of government reimbursement programs, major concepts and components of managed care and group-purchasing organizations (**Chapter 13**)
- Understand the marketing and brand strategy for new pharmaceutical products and DTC advertising (**Chapter 14 & 15**)
- Recognize industry regulations and how to effectively use sales brochures and support literature and know how to sell new products (**Chapter 16 & 17**)
- Grasp the concept of pharmaceutical sales territory planning and information gathering and learn the importance of call planning and record keeping, how to handle appointment calls and impromptu calls and strategies for no-see offices and downtime (**Chapter 17, 18, 19**)
- Know the therapeutic agents (**Chapter 21**)