Federal State Budgetary Educational Institution of Higher Education
"Privolzhsky Research Medical University"
Ministry of Health of the Russian Federation

APPROVED
Vice-Rector for Academic Affairs
E.S. Bogomolova
31 August 2021

WORKING PROGRAM

Name of the academic discipline: MANAGEMENT AND ECONOMICS OF PHARMACY

Specialty: 33.05.01 PHARMACY

Qualification: PHARMACIST

Department: MANAGEMENT AND ECONOMICS OF PHARMACY AND

PHARMACEUTICAL TECHNOLOGY

Mode of study: FULL-TIME

Labor intensity of the academic discipline: 612 academic hours

The working program has been developed in accordance with the Federal State Educational Standard for the specialty 33.05.01 PHARMACY, approved by Order by Order of the Ministry of Science and Higher Education of the Russian Federation No. 219 of March 27, 2018.

Developers of the working program:

Maxim Alekseevich Mishchenko, PhD in pharmaceutical sciences, associate professor of the Department of management and economics of pharmacy and pharmaceutical technology.

The program was reviewed and approved at the department meeting (protocol No. 9 of 29.04.2021).

Acting head of the Department, PhD in pharmaceutical sciences

29.04.2021

AGREED

Deputy Head of EMA ph.d. of biology ___

__ Lovtsova L.V.

(signature)

I.V. Spitskaya (signature)

29.04.2021

1. The purpose and objectives of mastering the academic discipline MANAGEMENT AND ECONOMICS OF PHARMACY (hereinafter – the discipline):

- 1.1. The purpose of mastering the discipline participation in forming the following competencies:
 - universal competencies (UC-2, UC-9);
 - general professional competencies (GPC-3 (3.1-3.2), GPC-6 (6.1, 6.2, 6.4);
- professional competencies (PC-2 (2.1-2.6), PC-4 (4.4), PC-5 (5.1-5.7), PC-8 (8.1-8.5),PC-9 (9.1-9.3), PC-10 (10.1-10.2)).

1.2. Tasks of the discipline:

- 1. Formation of basic and fundamental pharmaceutical knowledge on specialty 33.05.01 Pharmacy.
- 2. Preparation of a specialist, which has analytical thinking, well oriented in control-permitting and organizational-management activities in the field of circulation of medicines, with in-depth knowledge of related disciplines.
- 3. Formation of skills in mastering the newest technologies and methods in the sphere of professional interests.
- 4. Acquisition of students' knowledge in the implementation of pharmaceutical organizations' activities and provision of pharmaceutical assistance to the population and medical and preventive institutions.
- 5. Formation of skills in the use of methods of organization and management of organizations involved in circulation of medicines.
- 6. Acquisition of skills in the implementation of activities related to the circulation of medicines and other pharmaceutical products in accordance with the requirements of existing laws and other legal and regulatory acts.
- 7. Formation of skills on the organization of transportation of pharmacy assortment products, based on the principles of transport logistics, and their subsequent storage in conditions of pharmaceutical organization taking into account the obligatory observance of conditions of storage and exclusion of unauthorized access.
- 8. Acquisition of skills on the organization of trade-purchasing activity with the purpose of maintenance of the maximum profitability and increase of competitiveness of the pharmaceutical organization at the expense of effective use of market mechanisms.
- 9. Acquisition of skills in organizing accounting for the movement of inventory and cash of pharmaceutical organization, preparation of accounting documentation and reporting according to the established forms.
- 10. Formation of skills on application of the basic methods, ways and means of reception, storage and processing of the information, observance of the basic requirements of information security.
 - 1.3. Requirements to the deliverables of mastering the discipline As a result of completing the discipline, the student should

Know:

- the structure of the modern health care system of the Russian Federation
- basics of the legislation of the Russian Federation on health protection of citizens and ensuring sanitary-epidemiological welfare in the country
 - basic regulatory and legal documents
- legal, legislative and administrative procedures and strategies relating to all aspects of pharmaceutical activities
- features of the pharmacist's work on concluding contracts with enterprises, institutions in accordance with the procedure established by law
 - basics of the organization of pharmaceutical care (outpatient and inpatient) to different

groups of population

- basics of drug supply organization for outpatient and inpatient patients with medicines and other pharmaceutical products at full cost, as well as citizens eligible for social assistance
- basics of the organization of procurement of medical equipment for state and municipal needs
- the concept of consumer value, consumer properties of drugs and other pharmaceutical goods and the factors affecting them
 - methods for analyzing the range of drugs and other pharmaceutical products
- requirements for labeling, packaging and storage of drugs and other pharmaceutical products
 - basics of work team management
- maintenance of accounting records by pharmaceutical enterprises of wholesale and retail
- organization of work of average pharmaceutical and auxiliary personnel in pharmaceutical organizations
- basic principles of state regulation and the process of pricing of pharmaceutical products at all stages of the movement of goods
- rules of pharmaceutical expertise of prescriptions and requirements of medical and other organizations
 - methods of preparing reports for internal and external users of accounting information
- $-\,$ methods of determining the needs and demand for different groups of drugs and other pharmaceuticals
 - technology for storing drugs and other pharmaceuticals
- procedure for dispensing pharmaceuticals and other pharmaceutical goods from the pharmacy to the public, medical and other organizations
- organization of manufacturing of extemporaneous dosage forms on the basis of receipts and requirements of medical and other organizations
 - main principles of accounting of inventory, cash and settlements
 - principles and rules for settlements with personnel
 - main forms of cashless payments for goods and services
 - taxation system in pharmaceutical companies
 - basics of record keeping in pharmaceutical organizations
- techniques for compiling external reporting of pharmaceutical organizations (accounting, statistical, tax)
- methods of financial analysis of the main indicators of pharmaceutical organizations activities
- principles of audit and management of business processes in pharmaceutical organizations
 - principles of developing a business plan for pharmaceutical organizations
 - methods of recruitment, placement and accounting of personnel movement
- legal basis for information and consulting assistance to visitors of pharmacy institutions in the choice of drugs and other pharmacy assortment products, as well as informing medical professionals about drugs, their synonyms and analogues, possible side effects and interactions
- legal basis for making a decision to replace the prescribed medication with synonyms or similar drugs in the prescribed manner on the basis of information about groups of drugs and synonyms within one international nonproprietary name and prices for them
- legal basis for the procedure of determining whether a medicinal product for medical use does not meet the established requirements or the data on the efficacy and safety of the medicinal product do not match the data on the medicinal product contained in the instructions for its use

- legal basis for the selection of optimal suppliers and procurement processes taking into account the previously conducted market research on medicinal products for veterinary use
- the legislative basis for the sale and dispensing of veterinary drugs to individuals and veterinary clinics by following the proper dispensing procedure
- the legal bases of the preparation for sale of veterinary drugs, carrying out their deposition in the sales area and in showcases of veterinary pharmacies and veterinary departments
- the legal basis for informing individuals and veterinary staff about veterinary medicines:
 their rational use, possible side effects, providing the necessary advice
- the legal basis for the necessary intrapharmacy control of conditions and terms of storage of veterinary drugs
- modern information technology in interaction with the subjects of drug circulation, taking into account the requirements of information security
- modern technical means and digital technologies used in professional activities by pharmaceutical professionals at all stages of drug circulation
- modern medical and pharmaceutical information systems and databases used in professional activities by pharmaceutical professionals at all stages of drug circulation

Be able to:

- apply in practice the methods and techniques of marketing analysis in the system of drug supply to the population, medical and other organizations
- make organizational and administrative documentation in accordance with state standards
- to carry out certification of workplaces, instructions on health and safety of pharmaceutical workers and support staff, measures to prevent environmental violations and violations of health and safety
 - choose accounting methods and prepare documents on accounting policies
- perform pharmaceutical expertise of prescriptions and requirements of medical and other organizations
 - sell drugs and other pharmaceutical products
- determine the cost of finished drugs and pharmaceutical forms of extemporaneous production
 - record prescriptions in the relevant documentation
- to carry out the object-quantitative accounting of drugs and other pharmaceutical products in pharmaceutical companies
 - provide the population entitled to state social assistance
- make reasonable economic decisions when carrying out activities in the field of circulation of medicines;
 - determine the demand and need for different groups of pharmaceutical products
- draw up standard documentation for the production, storage, registration and delivery of medicines and other pharmaceutical products from pharmacies
 - analyze the condition of inventory and identify sources of financing
 - select the supplier, conclude supply contracts and draw up documentation for claims
 - Place purchase orders
- make up the prices for pharmaceutical products at all stages of the supply chain, including intra-pharmacy manufacturing
- provide the necessary conditions for storage of drugs and other pharmaceutical products during transportation and in the institutions of the distribution network
- use the principles of merchandising and methods of sales promotion of pharmacy assortment of goods
 - track cash flow in the cash register and on the account of the pharmacy

- take inventory of inventory, cash and settlements
- to conduct accounting of business transactions
- to analyze the financial and economic situation of the pharmacy and develop measures to improve the efficiency of pharmaceutical organizations
- to forecast the economic performance of pharmaceutical organizations and their subdivisions
 - to provide information support for the pharmaceutical business
- to manage the personnel of pharmaceutical organizations, to implement an effective personnel policy with the use of motivational guidelines
- manage social and psychological processes, prevent conflict situations in the team and in interaction with consumers of pharmaceutical goods and services
- to provide information and consulting assistance to pharmaceutical organizations visitors in the selection of drugs and other pharmacy assortment products, as well as informing medical professionals about drugs, their synonyms and analogues, possible side effects and interactions
- to make a decision on the replacement of the prescribed medicinal product with synonyms or analogues in the prescribed manner on the basis of information about groups of medicinal products and synonyms within one international nonproprietary name and their prices
- determine whether a medicinal product for medical use does not comply with the established requirements or the data on the efficacy and safety of the medicinal product do not comply with the data on the medicinal product contained in the instructions for its use
- select the best suppliers and procurement processes in the light of previously conducted market research on medicines for veterinary use
- sale and dispensing of veterinary drugs to individuals and veterinary clinics by following the respective dispensing procedures
- prepare for the sale of veterinary drugs by laying them out in the sales area and in showcases of veterinary drugstores and veterinary departments
- informing individuals and veterinary staff about veterinary medicines: their rational use,
 possible side effects, providing the necessary advice
- execute the necessary intrapharmacy control over the conditions and terms of storage of veterinary drugs
 - use modern information technologies in order to solve professional tasks
- search for information necessary for solving professional problems, using legal reference systems and professional pharmaceutical databases
- use automated information systems in internal processes of pharmaceutical organization and for interaction with clients and suppliers
- use modern technical means and digital technologies, used in professional practice by pharmaceutical professionals at all stages of circulation of medicines
- use modern medical and pharmaceutical information systems and databases, used in professional activity by pharmaceutical specialists at all stages of circulation of medicines

Possess:

- methods, techniques of organizing work in the main links of the distribution system of the pharmaceutical market, the organization of pharmaceutical activities
- normative-legal documentation regulating the procedure of work of the pharmacy organization for receipt of prescriptions and requirements of medical and other organizations
- regulatory and legal documentation governing the work of pharmacy organizations on release of drugs and other pharmaceutical products to the public, medical and other organizations
 - regulatory, reference and scientific literature for solving professional problems
- skills of pharmaceutical expertise of prescriptions and requirements of medical and other organizations, dispensing drugs and other pharmaceutical products on prescriptions and requirements

- methods of personnel management in pharmaceutical organizations, compliance with health and safety rules and labor legislation, ensuring safe working conditions for staff
- skills in developing accounting policies, accounting for inventories: cash and settlements
 - Skills in preparing reports for internal and external users of accounting information
- methods of financial and economic analysis and analysis of the main indicators of pharmacy activities
 - skills in analyzing the state of property and liabilities of pharmacies
 - skills of business risk assessment
- skills in making sound economic decisions in carrying out activities in the field of drug circulation
 - the skills of segmenting the pharmaceutical market and selecting target segments
- methods of demand studies, forming an assortment and forecasting the demand for medicines and other pharmaceutical products
- ways of determining the information needs of consumers of medicines and other pharmaceutical products, providing information and advisory services, the use of modern information management resources for pharmaceutical business
 - how to formulate prices for drugs and other pharmaceutical goods
 - skills in administrative records management
- skills of information and consulting assistance to visitors of pharmaceutical organizations in choosing drugs and other pharmacy assortment products, as well as informing medical professionals about drugs, their synonyms and analogues, possible side effects and interactions
- skills of substitution of prescribed medicines with synonyms or similar drugs in the prescribed order on the basis of information about groups of medicines and synonyms within one international nonproprietary name and their prices
- skills in determining whether a medicinal product for medical use does not meet the established requirements or whether the data on the efficacy and safety of a medicinal product does not match the data on the medicinal product contained in the instructions for its use
- skills in choosing the best suppliers and procurement processes based on previous market research for medicines for veterinary use
- the skills of selling and dispensing medicines for veterinary use to individuals and veterinary clinics by following the proper dispensing procedures
- the skills of preparing veterinary drugs for sale by laying them out in the sales area and in showcases of veterinary drugstores and veterinary departments
- The skills of informing individuals and veterinary staff about veterinary medicines: their rational use, possible side effects and providing necessary advice
- Skills in implementing the necessary intrapharmacy control over the conditions and terms of storage of veterinary medicines
 - Skills in using modern information technologies for professional tasks
- The skills of information retrieval needed for solving professional tasks with the help of legal reference systems and professional pharmaceutical databases
- skills of using automated information systems in internal processes of pharmaceutical organizations and for interaction with clients and suppliers
- skills in using modern technical means and digital technologies, used in professional activities by pharmaceutical professionals at all stages of circulation of medicines
- skills in using modern medical and pharmaceutical information systems and databases,
 used in professional activity by pharmaceutical specialists at all stages of circulation of
 medicines

2. Position of the academic discipline in the structure of the General Educational Program of Higher Education (GEP HE) of the organization.

2.1. The discipline refers to the core part of Block 1 of GEP HE (B1.C.34).

The discipline is taught in 5-8 semesters/3-4 years of study.

2.2. The following knowledge, skills and abilities formed by previous academic disciplines are required for mastering the discipline:

- introduction to the specialty;
- economic theory;
- mathematics;
- computer science;
- information support of life cycle of medicines;
- information technologies in pharmacy;
- pharmaceutical propaedeutic practice.

2.3. Mastering the discipline is required for forming the following knowledge, skills and abilities for subsequent academic disciplines:

- medical and pharmaceutical merchandising
- legal basics of a pharmacist;
- pharmaceutical marketing;
- pharmaceutical logistics;
- pharmaceutical management;
- project management in pharmacy;
- promotion of goods on the pharmaceutical market;
- organization of drug supply to the population;
- basics of entrepreneurial activity in pharmacy;
- state registration and examination of medicines;
- state control and supervision in the field of drug circulation;
- pharmaceutical counseling and information (internship);
- practice in management and economics of pharmaceutical organizations (industrial practice).

3. Deliverables of mastering the academic discipline and metrics of competence acquisition

Mastering the discipline aims at acquiring the following universal (UC) or/and general professional (GPC) or/and professional (PC) competencies

	Compe-	The content	Code and name of the	As a result of mastering the discipline, the students should:		
№	tence code	of the competence (or its part)	competence acquisition metric	know	know be able to	
1.	UC-2	Able to manage the project at all stages of its life cycle	UC-2.1. Formulates a project task on the basis of the set problems and a method of its solutions through the implementation of the project management UC-2.2. Develops a	 theoretical foundations and basic concepts and definitions in the field of project management; basic legislative and regulatory documents, basic 	 formulate project goals, formulate requirements for the project; define the expected results of the tasks and develop different 	- the skills of designing the solution of the problem, choosing the best way to solve it, assessing the likely risks and limitations in the choice of solutions

broject concept within the framework of the designated problem: formulates the purpose, tasks, justifies the relevance, significance, expected results and possible the areas of their application U.C-2.3. Plans necessary resources, including taking into account their replaceability U.C-2.4. Develops a project corrects deviation, smakes additional changes to the project, corrects deviations, makes additional changes to the project implementation planusing planning tools U.C-2.5. Monitors the project corrects deviations, makes additional changes to the project implementation planusing planning tools U.C-2.5. Monitors the project corrects deviation, smakes additional changes to the project implementation planusing planning tools u.C-2.5. Monitors the project or responsibilities of project participants and markets; the role of the state in conditioning of Russian legislation; the current state of the world economy and the peculiarities of the functioning of Russian legislation; the current state of the world economic interests of societies, U.C-9.2. Uses economic knowledge to understand the understand the driving forces and patterns of the historical process, to analyze socially significant problems and solve social and suges of the mistorical process, to analyze socially significant problems and solve social and suges of the paramaceutical products at all stages of the mistorical process, to analyze socially significant problems and solve social and suges of the paramaceutical process and professional tasks. U.C-9.3. Finds effective organizational and determining the organizational and professional and professional and the process of the progenizational and determining the organizational and professional and the process of the paramaceutical process in the diction of developing and binariations within the designation of the paramaceutical products at all states of the paramaceutical products at all stages of the monitorial professional tasks. U.C-9.3. Finds effective organizational and professional and professional					I		
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3.	GPC-3	Able to carry out professional activities taking into account specific economic, environment al, social factors within the framework of the system of regulations of the medicine circulation sphere	managerial solutions, independently masters applied economic knowledge, necessary for work in the professional field. GPC-3.1. Complies with norms and rules established by the authorized state authorities when solving the tasks of professional activity in the field of medicine circulation GPC-3.2. Takes into account economic and social factors influencing the financial and economic activities of pharmaceutical organizations when making management decisions	needs and demand for various groups of drugs and other pharmaceutical products - basic accounting principles of inventory, cash and settlements - taxation systems of pharmaceutical companies - methods of financial analysis of the main indicators of pharmaceutical organizations activities - principles of audit and management of business processes in pharmaceutical organizations - principles of developing a business plan for pharmaceutical organizations - the structure of the modern health care system of the Russian Federation, - the basics of the legislation of the Russian Federation on the protection of citizens' health, - basic regulatory and legal documents governing relations in the field of circulation of medicines - the state guarantees the availability of medicines, the basics of the legislation of the state guarantees the availability of medicines, the	pharmaceutical organizations — to forecast the economic performance of pharmaceutical organizations and their structural subdivisions — to perform the types of work or services constituting pharmaceutical activities and activities in the field of drug circulation in compliance with the requirements of the legislation of the Russian Federation in the field of health protection	drugs and other pharmaceutical products – how to form prices for medicines and other pharmaceutical products – regulatory and legal documentation regulating the procedure for pharmaceutical activities and activities in the field of drug circulation
		of regulations of the medicine circulation	economic activities of pharmaceutical organizations when making management	governing relations in the field of circulation of medicines - the state guarantees the availability of	field of health	
				organization of drug supply for outpatients and inpatients drugs at full cost, as well as citizens eligible for social assistance – the procedure and requirements		

				for the		
				implementation of		
				pharmaceutical		
				activities		
				– legal norms		
				relating to state		
				control and supervision, as		
				well as liability for		
				offenses in the		
				field of		
				pharmaceutical		
				activities		
				the norms of legislation relating		
				to state regulation		
				of labor relations		
				between		
				pharmaceutical		
				professionals and organizations		
4.	GPC-6	Able to	GPC-6.1. Applies	- modern	– apply modern	– skills in
		understand	modern information	information	information	applying modern
		the principles	technologies in the	technologies in	technologies for	information
		of modern	interaction with parties	interaction with	solving	technologies to
		information technologies	to the circulation of medicinal products	the subjects of	professional tasks	solve professional
		and use them	taking into account the	drug circulation, taking into account	search for information,	problems – skills in
		to solve the	requirements of	information	necessary for	searching for
		tasks of	information security	security	solving problems	information,
		professional	GPC-6.2. Performs an	requirements	of professional	necessary for
		activity	effective search for		activity, using	solving problems
			information necessary to solve the tasks of		legal reference systems and	of professional activity, using
			professional activity		professional	legal reference
			using legal reference		pharmaceutical	systems and
			systems and		databases	professional
			professional		 use automated 	pharmaceutical
			pharmaceutical databases		information	databases
			GPC-6.4. Applies		systems in the internal processes	skills in using automated
			automated information		of a	information
			systems in the internal		pharmaceutical	systems in internal
			processes of the		organization, as	processes of
			pharmaceutical organization, as well		well as for	pharmaceutical
			as for interactions with		interaction with customers and	organization and for interaction with
			customers and		suppliers	clients and
			suppliers		11	suppliers
5.	PC-2	Able to solve	PC-2.1. Conducts	- rules of	- carry out	- methods,
		the tasks of	pharmaceutical	pharmaceutical	pharmaceutical	techniques of
		professional activity in	examination of prescriptions and	expertise of	expertise of	organizing work in the main links of
		the	requisition notes, as	prescriptions and claims of medical	prescriptions and requirements of	the main links of the distribution
		implementati	well as their	and other	medical and other	system of the
		on of the	registration and rating	organizations	organizations	pharmaceutical
		release and	in accordance with the	 procedure for 	– sell	market, the
		sale of	established procedure PC-2.2. Sells and	dispensing	pharmaceuticals	organization of
		medicines and other	releases medicines for	pharmaceuticals and other	and other pharmaceutical	pharmaceutical activities
		products of	medical use and other	pharmaceutical	products	- normative-legal
		the pharmacy	pharmacy assortment	products from the	- prepare	documentation
			<u> </u>	1 *	r ·r ·	

range through pharmaceutic al and medical organizations , incl. with the use of modern technical means and digital technologies

products to individuals, as well as releases them to divisions of medical organizations, monitoring compliance with the procedure for the release of medicines for medical use and other pharmacy assortment products PC-2.3. Performs office work on the management of cash, organizational and administrative, accounting documents for retail sales PC-2.4. Performs office work on the management of organizational and administrative, payment accounting documents for retail sales PC-2.5. Carries out pre-sale preparation, organizes and carries out the display of medicines and pharmacy assortment goods in the sales hall and (or) showcases of departments of the pharmacy organization PC-2.6. Uses modern technical means and digital technologies to solve the tasks of professional activity in the implementation of the release and sale of medicines and other products of the

through

pharmacy to the public, medical and other organizations - maintenance of accounting records by pharmaceutical enterprises of wholesale and retail levels - methods of preparing reports for internal and external users of accounting information basics of record keeping in pharmaceutical organizations techniques for generating external (accounting, statistical, tax) reporting for pharmaceutical organizations - the procedure for pre-sale preparation, organization and lay-out of medicines and pharmacy goods in the sales area and/or in the shop windows of the pharmacy departments basics of organizing pharmaceutical care (outpatient and inpatient) to different groups of population pharmacy assortment basics of drug supply pharmaceutical and organization for medical organizations outpatients and inpatients with medicines and other pharmaceutical products at full cost, as well as for citizens eligible for social assistance

- basics of

organizing the

procurement of

organizational and administrative documentation in accordance with state standards choose accounting methods and prepare documents on accounting policies – draw up standard documentation for manufacturing, storage, registration and delivery of medicines and other pharmaceutical products from pharmacy organizations – use merchandising principles and methods of sales promotion of pharmacy goods use in practice the methods and techniques of marketing analysis in the system of drug supply to the population, medical and other organizations provide the population entitled to state social assistance use modern technical means and digital technologies, used in professional activities by pharmaceutical professionals at all stages of circulation of medicines

regulating the procedure of work of the pharmacy organization for receipt of prescriptions and requirements of medical and other organizations regulatory and legal documentation governing the work of pharmacy organizations on release of drugs and other pharmaceutical products to the public, medical and other organizations regulatory, reference and scientific literature for solving professional problems - skills of pharmaceutical expertise of prescriptions and claims of medical and other organizations, dispensing drugs and other pharmaceutical goods on prescriptions and claims - skills in preparing reports for internal and external users of accounting information skills in administrative record keeping - the skills of using modern technical means and digital technologies, used in professional practice by pharmaceutical specialists at all stages of

circulation of

medicines

1				medical equipment for state and		
				municipal needs – modern		
				technical means		
				and digital		
				technologies used		
				in professional		
				activities by		
				pharmaceutical		
				specialists at all		
				stages of drug		
				circulation		
6.	PC-4	Able to	PC-4.4. Informs in	 legislative basis 	determine	– skills in
		participate in	accordance with the	for the procedure	whether a	determining
		monitoring	procedure established	for determining	medicinal product	whether a
		the quality,	by law about the non-	the non-	for medical use	medicinal product
		effectiveness	compliance of the	compliance of a	does not comply	for medical use
		and safety of medicines	medicinal product for medical use with the	medicinal product for medical use	with established	does not meet
		and	established		requirements or	established
1		medicinal	requirements or about	with the established	whether the data on the efficacy and	requirements, or whether the data
		plant raw	the non-compliance of	requirements or	safety of a	on the efficacy and
		materials	the data on the	non-compliance of	medicinal product	safety of a
			effectiveness and	the data on the	do not comply	medicinal product
			safety of the medicinal	effectiveness and	with the data on	do not match the
			product with the data	safety of a	the medicinal	data on the
			on the medicinal	medicinal product	product contained	medicinal product
			product contained in	with the data on	in the instructions	contained in the
			the instructions for its	the medicinal	for its use	instructions for its
			use	product contained		use
				in the instructions		
7	PC-5	Able to take	PC-5.1. Determines	for its use	1	4 1 6
7.	PC-3	part in	the economic	peculiarities of the pharmacist's	 determine the demand and need 	methods of financial and
		-				illialiciai allu
			indicators of	work in	for various groups	economic analysis
		planning and organizing	indicators of inventories of	work in	for various groups	economic analysis,
1		organizing	inventories of	concluding	of pharmaceutical	analysis of the
		organizing the resource	inventories of medicines and other	concluding contracts with	of pharmaceutical products	analysis of the main indicators of
		organizing	inventories of	concluding contracts with enterprises,	of pharmaceutical products – analyze the state	analysis of the main indicators of pharmacy
		organizing the resource provision of	inventories of medicines and other pharmacy products	concluding contracts with	of pharmaceutical products – analyze the state of inventory and	analysis of the main indicators of pharmacy activities
		organizing the resource provision of a	inventories of medicines and other pharmacy products PC-5.2. Selects	concluding contracts with enterprises, institutions in	of pharmaceutical products – analyze the state of inventory and identify sources of	analysis of the main indicators of pharmacy activities - skills in
		organizing the resource provision of a pharmaceutic	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the	concluding contracts with enterprises, institutions in accordance with	of pharmaceutical products – analyze the state of inventory and	analysis of the main indicators of pharmacy activities
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market	concluding contracts with enterprises, institutions in accordance with the law	of pharmaceutical products – analyze the state of inventory and identify sources of financing	analysis of the main indicators of pharmacy activities – skills in analyzing the state
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers	concluding contracts with enterprises, institutions in accordance with the law - notion of consumer value, consumer	of pharmaceutical products – analyze the state of inventory and identify sources of financing – select a supplier,	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for	concluding contracts with enterprises, institutions in accordance with the law - notion of consumer value, consumer properties of drugs	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other	concluding contracts with enterprises, institutions in accordance with the law - notion of consumer value, consumer properties of drugs and other	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products	concluding contracts with enterprises, institutions in accordance with the law - notion of consumer value, consumer properties of drugs and other pharmaceutical	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products PC-5.3. Controls the	concluding contracts with enterprises, institutions in accordance with the law – notion of consumer value, consumer properties of drugs and other pharmaceutical goods and the	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form - place purchase	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of entrepreneurial
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products PC-5.3. Controls the execution of contracts	concluding contracts with enterprises, institutions in accordance with the law - notion of consumer value, consumer properties of drugs and other pharmaceutical goods and the factors affecting	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form - place purchase orders	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of entrepreneurial risk
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products PC-5.3. Controls the	concluding contracts with enterprises, institutions in accordance with the law — notion of consumer value, consumer properties of drugs and other pharmaceutical goods and the factors affecting them	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form - place purchase orders - establish prices	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of entrepreneurial risk - skills of
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products PC-5.3. Controls the execution of contracts for the supply of medicines for medical	concluding contracts with enterprises, institutions in accordance with the law - notion of consumer value, consumer properties of drugs and other pharmaceutical goods and the factors affecting them - methods of drug	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form - place purchase orders - establish prices for pharmaceutical	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of entrepreneurial risk - skills of segmentation of
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products PC-5.3. Controls the execution of contracts for the supply of medicines for medical use and other goods of	concluding contracts with enterprises, institutions in accordance with the law - notion of consumer value, consumer properties of drugs and other pharmaceutical goods and the factors affecting them - methods of drug and other	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form - place purchase orders - establish prices for pharmaceutical products at all	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of entrepreneurial risk - skills of segmentation of the pharmaceutical
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products PC-5.3. Controls the execution of contracts for the supply of medicines for medical	concluding contracts with enterprises, institutions in accordance with the law — notion of consumer value, consumer properties of drugs and other pharmaceutical goods and the factors affecting them — methods of drug and other pharmaceutical	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form - place purchase orders - establish prices for pharmaceutical products at all stages of the	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of entrepreneurial risk - skills of segmentation of the pharmaceutical market and
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products PC-5.3. Controls the execution of contracts for the supply of medicines for medical use and other goods of pharmacy assortment	concluding contracts with enterprises, institutions in accordance with the law - notion of consumer value, consumer properties of drugs and other pharmaceutical goods and the factors affecting them - methods of drug and other pharmaceutical goods assortment	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form - place purchase orders - establish prices for pharmaceutical products at all stages of the commodity	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of entrepreneurial risk - skills of segmentation of the pharmaceutical market and selecting target
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products PC-5.3. Controls the execution of contracts for the supply of medicines for medical use and other goods of pharmacy assortment PC-5.4. Conducts acceptance control of incoming medicines	concluding contracts with enterprises, institutions in accordance with the law — notion of consumer value, consumer properties of drugs and other pharmaceutical goods and the factors affecting them — methods of drug and other pharmaceutical goods assortment analysis	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form - place purchase orders - establish prices for pharmaceutical products at all stages of the commodity circulation,	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of entrepreneurial risk - skills of segmentation of the pharmaceutical market and selecting target segments
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products PC-5.3. Controls the execution of contracts for the supply of medicines for medical use and other goods of pharmacy assortment PC-5.4. Conducts acceptance control of incoming medicines and other pharmacy	concluding contracts with enterprises, institutions in accordance with the law — notion of consumer value, consumer properties of drugs and other pharmaceutical goods and the factors affecting them — methods of drug and other pharmaceutical goods assortment analysis — requirements for	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form - place purchase orders - establish prices for pharmaceutical products at all stages of the commodity circulation, including intra-	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of entrepreneurial risk - skills of segmentation of the pharmaceutical market and selecting target segments - methods of
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products PC-5.3. Controls the execution of contracts for the supply of medicines for medical use and other goods of pharmacy assortment PC-5.4. Conducts acceptance control of incoming medicines and other pharmacy products, checking	concluding contracts with enterprises, institutions in accordance with the law — notion of consumer value, consumer properties of drugs and other pharmaceutical goods and the factors affecting them — methods of drug and other pharmaceutical goods assortment analysis	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form - place purchase orders - establish prices for pharmaceutical products at all stages of the commodity circulation, including intrapharmacy	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of entrepreneurial risk - skills of segmentation of the pharmaceutical market and selecting target segments - methods of studying demand,
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products PC-5.3. Controls the execution of contracts for the supply of medicines for medical use and other goods of pharmacy assortment PC-5.4. Conducts acceptance control of incoming medicines and other pharmacy products, checking and issuing	concluding contracts with enterprises, institutions in accordance with the law — notion of consumer value, consumer properties of drugs and other pharmaceutical goods and the factors affecting them — methods of drug and other pharmaceutical goods assortment analysis — requirements for labeling,	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form - place purchase orders - establish prices for pharmaceutical products at all stages of the commodity circulation, including intrapharmacy manufacturing	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of entrepreneurial risk - skills of segmentation of the pharmaceutical market and selecting target segments - methods of
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products PC-5.3. Controls the execution of contracts for the supply of medicines for medical use and other goods of pharmacy assortment PC-5.4. Conducts acceptance control of incoming medicines and other pharmacy products, checking and issuing accompanying	concluding contracts with enterprises, institutions in accordance with the law — notion of consumer value, consumer properties of drugs and other pharmaceutical goods and the factors affecting them — methods of drug and other pharmaceutical goods assortment analysis — requirements for labeling, packaging and	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form - place purchase orders - establish prices for pharmaceutical products at all stages of the commodity circulation, including intrapharmacy	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of entrepreneurial risk - skills of segmentation of the pharmaceutical market and selecting target segments - methods of studying demand, forming an
		organizing the resource provision of a pharmaceutic al	inventories of medicines and other pharmacy products PC-5.2. Selects optimal suppliers and organizes purchasing processes based on the results of market research of suppliers of medicines for medical use and other pharmacy products PC-5.3. Controls the execution of contracts for the supply of medicines for medical use and other goods of pharmacy assortment PC-5.4. Conducts acceptance control of incoming medicines and other pharmacy products, checking and issuing	concluding contracts with enterprises, institutions in accordance with the law — notion of consumer value, consumer properties of drugs and other pharmaceutical goods and the factors affecting them — methods of drug and other pharmaceutical goods assortment analysis — requirements for labeling, packaging and storage of drugs	of pharmaceutical products - analyze the state of inventory and identify sources of financing - select a supplier, conclude supply contracts and prepare documentation in claim form - place purchase orders - establish prices for pharmaceutical products at all stages of the commodity circulation, including intrapharmacy manufacturing - provide the	analysis of the main indicators of pharmacy activities - skills in analyzing the state of property and liabilities of a pharmacy - skills of assessing the degree of entrepreneurial risk - skills of segmentation of the pharmaceutical market and selecting target segments - methods of studying demand, forming an assortment and

established procedure PC-5.5. Carries out the withdrawal from circulation of medicines and pharmacy assortment goods that have fallen into disrepair, expired, falsified, counterfeit and substandard products PC-5.6. Performs strict record keeping and storage of medicines in accordance with the established procedure PC-5.7. Organizes control over the availability and storage conditions of medicines for medical use and other products of the pharmacy assortment

products - basics of team management – work organization of average pharmaceutical and auxiliary personnel in pharmaceutical companies - basic principles of state regulation and pricing process of pharmaceutical goods on all stages of the movement of goods - methods of determining the needs and demand for different groups of drugs and other pharmaceutical products - technology for storing drugs and other pharmaceutical products organization of manufacturing of extemporaneous dosage forms on the recipes and requirements of medical and other organizations basic accounting principles of

inventory, cash and settlements - principles and rules for settlements with personnel - basic forms of cashless payments for goods and services taxation system in pharmaceutical companies - methods of financial analysis of the main indicators of pharmaceutical organizations activities

storage of drugs and other pharmaceutical products during transportation and in the institutions of the distribution network — account for cash flow in the cash register of the pharmacy and on the current account

register of the pharmacy and on the current account – take inventory of inventory, cash and settlements – to conduct accounting of business transactions – to analyze the financial and economic situation of the pharmacy

and develop
measures to
improve the
efficiency of
pharmaceutical
organizations
– to forecast the
economic
performance of
pharmaceutical
organizations and

their subdivisions

 to carry out certification of workplaces, instructions on health and safety of pharmaceutical workers and auxiliary personnel, measures to prevent environmental violations and violations of health and safety determine the cost of finished drugs and pharmaceutical forms of extemporaneous manufacturing - record prescriptions in the

relevant

and other pharmaceutical goods - how to formulate prices for drugs and other pharmaceutical products - methods of personnel management in pharmaceutical organizations, compliance with labor safety rules and safety and labor legislation, ensuring safe working conditions for staff skills in developing accounting policies, accounting of inventories: cash and settlements

				recruitment, placement and accounting of personnel movement	organizations, to implement an effective personnel policy with the use of motivational guidelines – to manage the	
					social and psychological processes, prevent conflict situations in the team and in interaction with consumers of	
					pharmaceutical	
8.	PC-8	Able to solve the tasks of professional activity within the framework of pharmaceutic al activity in the field of circulation of medicines for veterinary use	PC-8.1. Participates in the selection of optimal suppliers and purchasing processes, taking into account previously conducted market research of medicines for veterinary applications PC-8.2. Sells and releases medicinal products for veterinary use to individuals, as well as veterinary clinics following the appropriate procedure for release PC-8.3. Carries out preparation for the sale of veterinary medicines, carrying out their display in the sales hall and showcases of veterinary pharmacies and veterinary departments PC-8.4. Informs individuals and employees of the veterinary service about veterinary medicines: their rational use, possible	- the legislative basis for the selection of optimal suppliers and procurement processes, taking into account the previously conducted studies of the market of drugs for veterinary use - the legislative basis for the sale and dispensing of veterinary drugs to individuals and veterinary clinics by following the proper dispensing procedure - the legislative basis for the preparation for the sale of veterinary drugs, carrying out their deposition in the sales area and in showcases of veterinary pharmacies and veterinary departments - the legislative	goods and services - select the best suppliers and procurement processes taking into account the previously conducted studies of the veterinary drugs market - sale and dispensing of veterinary drugs to individuals and veterinary clinics by following the proper dispensing procedure - preparing for the sale of veterinary drugs by laying them out in the sales area and in showcases of veterinary drugstores and veterinary drugstores and veterinary departments - informing individuals and veterinary staff about veterinary medicines: their rational use, possible side	- skills in selecting the best suppliers and procurement processes taking into account the previously conducted market research of medicines for veterinary use - skills in selling and dispensing veterinary drugs to individuals and veterinary clinics by following the proper dispensing procedure - the skills of preparing veterinary drugs for sale by laying them out in the sales area and in showcases of veterinary drugstores and veterinary departments - the skills of informing individuals and veterinary staff

			side effects, providing	basis for informing	effects, providing	about veterinary
			at the same time, the	individuals and	the necessary	medicines: their
			necessary consulting	veterinary staff	advice	rational use,
			assistance	about drugs for	 exercise the 	possible side
			PC-8.5. Performs the	veterinary use:	necessary	effects and
			necessary	their rational use,	intrapharmacy	providing
			intrapharmacy control	possible side	control of the	necessary advice
			of the conditions and	effects, providing	conditions and	 the skills of
			terms of storage of	the necessary	terms of storage of	carrying out the
			medicines for	advice	veterinary drugs	necessary intra-
			veterinary use	 the legislative 	, ,	pharmacy control
			•	basis for the		of the conditions
				necessary intra-		and terms of
				pharmacy control		storage of
				of the conditions		veterinary
				and terms of		medicines
				storage of		
				medicines for		
				veterinary use		
9.	PC-9	Able to solve	PC-9.1. Sells and	– basics of	- basics of	– methods,
		tasks of	releases medicines for	organizing	organizing	techniques of
		professional	medical use through	pharmaceutical	pharmaceutical	organizing work in
		activities in	pharmaceutical and	care (outpatient	care (outpatient	the main links of
		the transfer	medical organizations	and inpatient) to	and inpatient) to	the pharmaceutical
		of medicines	following the required	different groups of	different groups of	market distribution
		through	procedure of release	population	population	system,
		pharmaceutic	and transfer	- basics of the	– basics of the	organization of
		al and	PC-9.2. Performs	organization of	organization of	pharmaceutical
		medical	pharmaceutical	drug supply for	drug supply for	activities
		organizations	information and	outpatients and	outpatients and	– skills of
			consulting during the	inpatients with	inpatients with	pharmaceutical
			sale, release and	medicines and	medicines and	expertise of
			transfer of medicines	other	other	prescriptions and
			for medical use	pharmaceutical	pharmaceutical	requirements of
			PC-9.3. Conducts	products at full	products at full	medical and other
			pharmaceutical	cost, as well as	cost, as well as	organizations,
			examination of	citizens who are	citizens who are	dispensing
			documents, as well as	eligible for social	eligible for social	medicines and
			their registration and	assistance	assistance	other
			rating in accordance	– basics of the	 basics of the 	pharmaceutical
			with the established	organization of	organization of	products according
			procedure during the	procurement of	procurement of	to prescriptions
			release, sale and	medical supplies	medical supplies	and requirements
			transfer of medicines	for state and	for state and	- skills of
			for medical use	municipal needs	municipal needs	information and
			through	- rules for	- rules for	consulting
			pharmaceutical and	pharmaceutical	pharmaceutical	assistance to
			medical organizations	reviews of	reviews of	visitors of
				prescriptions and	prescriptions and	pharmaceutical
				claims by medical	claims by medical	organization in the
				and other	and other	choice of drugs
				organizations	organizations	and other
				legislative basis	legislative basis	pharmacy
				for informational	for informational	assortment
				and advisory	and advisory	products, as well
				assistance to	assistance to	as informing
				pharmaceutical	pharmaceutical	medical
				organization	organization	professionals
				visitors in the	visitors in the	about drugs, their
				choice of drugs	choice of drugs	synonyms and
				and other	and other	analogues,
				pharmacy	pharmacy	possible side
Ь	I	1	L	Primiriacy	pharmacy	r

	I		Т	Т	T .	
				assortment	assortment	effects and
				products, as well	products, as well	interactions
				as informing	as informing	
				medical	medical	
				professionals	professionals	
				about drugs, their	about drugs, their	
				synonyms and	synonyms and	
				analogues,	analogues,	
				possible side	possible side	
				effects and	effects and	
				interactions	interactions	
10.	PC-10	Able to carry	PC-10.1. Supervises	- legal, legislative	- carry out the	- regulatory and
10.	1010	out measures	the activities of legal	and administrative	types of work or	legal
		to control	entities and	procedures and	services	documentation
		(supervise)	individuals who have	strategies	constituting	regulating the
		the activities	licenses for	concerning all	pharmaceutical	procedure for
					-	
		of legal entities and	pharmaceutical	aspects of	activities and	pharmaceutical
			activity	pharmaceutical	activities in the	activities and
		individuals	PC-10.2. Monitors the	activities	field of drug	activities in the
		licensed for	procedure established	- the structure of	circulation in	field of drug
		pharmaceutic	by law regarding the	the modern health	compliance with	circulation
		al activities,	compliance of	care system of the	the requirements	
		to comply	available medicines	Russian	of the legislation	
		with	for medical use,	Federation, the	of the Russian	
		mandatory	instructions and data	basics of the	Federation in the	
		requirements	on its safety and	legislation of the	field of health	
			effectiveness	Russian Federation	protection	
				on the protection		
				of citizens' health,		
				the basic		
				regulatory and		
				legal documents		
				governing		
				relations in the		
				field of drug		
				circulation		
				– procedures and		
				requirements for		
				pharmaceutical		
				activities		
				legislation		
				norms relating to		
				state control and		
				supervision, as		
				well as		
				responsibility for		
				offenses in the		
				field of		
				pharmaceutical		
				activities		
				– the norms of		
				legislation relating		
				to state regulation		
				of labor relations		
				between		
1				pharmaceutical		
				professionals and		
				organizations		

4. Sections of the academic discipline and competencies that are formed when

№	Compete nce code	Section name of the discipline	The content of the section in teaching units
1	UC-2 GPC-3 GPC-6 PC-2 PC-4 PC-5 PC-8 PC-9	Basics of state regulation of drug circulation	State regulation of pharmaceutical activities as an element of the health care system in the Russian Federation System of state regulation of drug circulation Basics of state regulation of drugs production Basics of state regulation of pharmaceutical activities Standards of good practice in the system of pharmaceutical regulation
2	UC-2 UC-9 GPC-3 PC-5 PC-8	Fundamentals of Pharmaceutical Economics	The action of basic economic laws in the pharmaceutical market Theory of consumer behavior and pharmacy assortment products competitiveness
3	UC-2 UC-9 GPC-3 PC-5 PC-8	Accounting and planning procedures in pharmaceutical organizations	Basic concepts of accounting theory. Classification of economic assets of the pharmacy organization. Elements of the method of accounting. Accounting policy. Accounting for fixed assets and intangible assets. Accounting for inventories: materials, low-value and quickly-moving items, auxiliary materials, containers, medicinal plant raw materials, finished products and goods. Accounting for cash and settlements. Accounting for payments to personnel. Inventory of inventory, cash and settlements in the pharmacy. Accounting reports. Analysis of the results of financial and economic activity. Tax accounting in a pharmacy organization. Pharmaceutical organization's commodity policy. Pricing policy of pharmaceutical organization. Fundamentals of planning economic indicators. Planning of goods turnover. Planning resources of goods. Planning costs of circulation Revenue and profit planning
4	UC-2 GPC-3 GPC-6 PC-2 PC-4 PC-5 PC-8 PC-9 PC-10	The procedure for circulation of drugs in wholesale and retail pharmaceutical organizations	General principles of the organization of acceptance and storage of goods in a pharmaceutical organization. General principles of the organization of acceptance and storage of goods in the pharmaceutical organization. Organization and implementation of pharmaceutical information and counseling. Organization of the production function of the pharmacy. Inpharmacy quality control. Sanitary and hygienic requirements in the activities of pharmaceutical organizations. Quality management system in pharmaceutical organization. State regulation of the circulation of controlled groups of drugs. State policy of the Russian Federation in the field of circulation of narcotic drugs and psychotropic substances. Features of the circulation of medical devices, dietary

supplements and other pharmacy assortment products. The procedure for destroying medicines and other pharmacy assortment products.	
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5. Volume of the academic discipline and types of academic work

Type of educational work	· · · · · · · · · · · · · · · · · · ·	ntensity		or intens	ity (AH)	in
	volume in	volume in		seme	sters	
	credit	academic	5	6	7	8
	units	hours				
	(CU)	(AH)				
Classroom work, including	17	612	66	66	108	108
Lectures (L)	2,33	84	14	14	28	28
Laboratory practicum (LP)*	Lab	oratory pract	icums ar	e not stip	oulated	
Practicals (P)	7,33	264	52	52	80	80
Seminars (S)		Seminars	are not s	tipulated		
Student's individual work (SIW)	6,33	228	42	42	72	72
Mid-term assessment				credit	credit	
credit/exam (specify the type)						36
TOTAL LABOR INTENSITY	17	612	108	108	180	216

6. Content of the academic discipline

6.1. Sections of the discipline and types of academic work

	o.i. sections of the discipline and types of academic work						
No	Name of the section of the		Types of academic work* (in AH)				
	academic discipline	L	LP	P	S	SIW	total
1	Basics of state regulation of drug circulation	14		52		42	108
2	Basics of pharmaceutical economics	14		52		42	108
3	The procedure of accounting and planning in pharmaceutical organizations	28		80		72	180
4	Circulation of drugs in wholesale and retail pharmaceutical organizations	28		80		72	216
	TOTAL	84		264		228	612

^{* -} L – lectures; LP – laboratory practicum; P – practicals; S – seminars; SIW – student's individual work.

6.2. Thematic schedule of educational work types:

6.2.1 Thematic schedule of lectures

No	Name of lecture topics		Volume in AH				
Π/Π			6	7	8		
1.	State regulation of pharmaceutical activities as an element of	2					
	the health care system in the Russian Federation	3					
2.	System of state regulation of drug circulation	3					
3.	Basics of state regulation of drugs production	3					

Session of State Regulatory System Session System	4.	Basics of state regulation of pharmaceutical activities	2			
System System System System System Sasic economic laws on pharmaceutical market. Specifics of pharmaceutical economics. Theory of consumer behavior Sprices and pricing in the pharmaceutical market Sprices and pricing in the pharmaceutical organization Sprices and pharmaceutical organization		Ţ į				
6. Basic economic laws on pharmaceutical market. Specifics of pharmaceutical economics. Theory of consumer behavior 7. Basics of consumer behavior theory 8. Prices and pricing in the pharmaceutical market 9. Product policy of pharmaceutical organization 10. Basic concepts of the theory of accounting. Classification of economic means of the pharmacy organization 11. Elements of accounting method. Accounting Dolicy 12. Accounting for the inventory: materials, low-value and quickly-moving items, auxiliary materials, containers, medicinal plant raw materials, finished products and goods 14. Cash management and accounting of cash transactions 15. Accounting for settlements with personnel 16. Inventory of inventory, cash and settlements in the pharmacy 17. Drawing up the results of financial and economic activity 18. Analysis of the results of financial and economic activity 19. Tax accounting in a pharmacy organization 20. Basics of planning economic indicators 21. Planning of goods turnover. Planning resources of goods 22. Planning of goods turnover. Planning resources of goods 23. Planning income and profit 24. General principles of acceptance and storage of goods in a pharmaceutical organization. Requirements for the design of the shop floor of the pharmacy. Principles of merchandising in a pharmaceutical organization of acceptance and storage of goods in a pharmaceutical organization of acceptance and storage of goods in a pharmaceutical examination of a prescription. Dispensation of medicinal products and other pharmacy assortment products. 28. Organization of the work of the pharmacy on receipt of prescriptions, pharmaceutical examination of a prescription. Dispensation of medicinal products and other pharmacy assortment products. 29. Organization of the poduction function of the pharmacy. In-pharmacy quality control. 30. Organization of the production function of the pharmacy. In-pharmacy quality control.	٥.		3			
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pharmacy quality control.	31.	Organization of the production function of the pharmacy. In-				2
32. Sanitary and hygienic requirements in activities of 2		pharmacy quality control.				
	32.	Sanitary and hygienic requirements in activities of				2

	pharmaceutical organizations. Quality management system in pharmaceutical organization.				
33.	State regulation of the circulation of controlled groups of medicines. State policy of the Russian Federation in the sphere of circulation of narcotic drugs and psychotropic substances.				2
34.	State regulation of the circulation of controlled groups of drugs. State policy of the Russian Federation in the sphere of circulation of narcotic drugs and psychotropic substances.				2
35.	State regulation of the circulation of controlled groups of drugs. State policy of the Russian Federation in the sphere of circulation of narcotic drugs and psychotropic substances.				2
36.	Peculiarities of the circulation of medical devices, dietary supplements and other pharmacy assortment products.				2
37.	Procedure for destruction of medicines and other pharmacy assortment products				2
	TOTAL (total – 84 AH)	14	14	28	28

6.2.2. The thematic plan of laboratory practicums Laboratory practicums are not stipulated.

6.2.3. Thematic plan of practicals

No	Name of the topics of practicals	Volume in AH				
Π/Π	Name of the topics of practicals		6	7	8	
1.	State regulation of pharmaceutical activities as an					
	element of the health care system in the Russian	12				
	Federation					
2.	System of state regulation of drug circulation	10				
3.	Basics of state regulation of drugs production	10				
4.	Basics of state regulation of pharmaceutical activities	10				
5.	Good practice standards in pharmaceutical regulatory	10				
	system	10				
6.	Basic economic laws on pharmaceutical market.		14			
	Specifics of pharmaceutical economics					
7.	Basics of consumer behavior theory		12			
8.	Prices and pricing in pharmaceutical market		14			
9.	Commodity policy of pharmaceutical organization		10			
10.	Credit		2			
11.	Basic concepts of accounting theory. Classification of			6		
	economic assets of a pharmacy organization					
12.	Elements of accounting method. Accounting policy			6		
13.	Accounting for fixed assets and intangible assets			6		
14.	Accounting for the inventory: materials, low-value			4		
	and quickly-moving items, auxiliary materials,					
	containers, medicinal plant raw materials, finished					
	products and goods					
15.	Cash management and accounting of cash transactions			6		
16.	Accounting for settlements with personnel	6				
17.	Inventory of inventory, cash and settlements in the			6		
	pharmacy					
18.	Drawing up the results of financial and economic			6		

	activity		
19.	Analysis of the results of financial and economic	6	
	activity		
20.	Tax accounting in a pharmacy organization	6	
21.	Basics of planning economic indicators	5	
22.	Planning of goods turnover. Planning resources of	5	
	goods		
23.	Planning costs of circulation	4	
24.	Income and profit planning	4	
25.	Credit	2	
26.	General principles of the organization of acceptance		5
	and storage of goods in a pharmaceutical organization.		
	Requirements for the design of the sales area of the		
	pharmacy. Principles of merchandising in a pharmacy.		
27.	General principles of the organization of acceptance		5
	and storage of goods in a pharmaceutical organization.		
28.	General principles of the organization of acceptance		5
	and storage of goods in a pharmaceutical organization.		
29.	Organization of the work of the pharmacy on receipt		5
	of prescriptions, pharmaceutical examination of a		
	prescription. Dispensation of medicinal products and		
	other pharmacy assortment products		
30.	Organization of the work of the pharmacy on receipt		5
	of prescriptions, pharmaceutical examination of a		
	prescription. Dispensation of medicinal products and		
	other pharmacy assortment products		
31.	Organization of the work of the pharmacy on receipt		5
	of prescriptions, pharmaceutical examination of a		
	prescription. Dispensation of medicinal products and		
	other pharmacy assortment products		
32.	Organization and implementation of pharmaceutical		5
	information and counseling		
33.	Organization of the production function of the		5
	pharmacy. In-pharmacy quality control		
34.	Sanitary and hygienic requirements in the activities of		5
	pharmaceutical organizations		
35.	Quality management system in pharmaceutical		5
	organization		
36.	State regulation of the circulation of controlled groups		5
	of drugs. State policy of the Russian Federation in the		
	sphere of circulation of narcotic drugs and		
	psychotropic substances		_
37.	State regulation of the circulation of controlled groups		5
	of drugs. The state policy of the Russian Federation in		
	the sphere of circulation of narcotic drugs and		
20	psychotropic substances		10
38.	State regulation of the circulation of controlled groups		10
	of drugs. The state policy of the Russian Federation in		
	the sphere of circulation of narcotic drugs and		
20	psychotropic substances		_
39.	Peculiarities of the circulation of medical devices,		5

	dietary supplements and other pharmacy assortment				
	products				
40.	The order of destruction of drugs and other pharmacy				5
	assortment products				
	TOTAL (total – 80 AH)	52	52	80	80

6.2.4. Thematic plan of seminars Seminars are not stipulated.

6.2.5. Types and topics of student's individual work (SIW)

	Jr Jr					
No	Types and topics of SIW	Volume in AH				
Π/Π	Types and topics of SIW	5	6	7	8	
1	Working with literature and other sources of information on the studied section	6	2	20	20	
2	Assignments in the form of reports and speeches	6	2	33	32	
3	Working with electronic educational resources	6	2	20	20	
4	Preparing course papers	24	36			
	TOTAL (total – 228 AH)	42	42	72	72	

7. Types of assessment formats for ongoing monitoring and mid-term assessment

Assessment formats

			Name of section	Ass	nats	
№	Semes ter No.	Types of control	of academic discipline	types	number of test questions	number of test task options
1	2	3	4	5	6	7
1.	5	Current monitoring: Control of mastering the topic Monitoring the student's individual work	Basics of state regulation of drug circulation	Test work	5	5
2.	6	Current monitoring: Control of mastering the topic Monitoring the student's individual work	Fundamentals of Pharmaceutical Economics	Test work	5	5
3.	6	Mid-term assessment		Credit	3	40
4.	7	Current monitoring: Control of mastering the	Accounting and planning procedures in pharmaceutical	Test work	5	5

		topic	organizations			
		Monitoring the				
		student's				
		individual work				
5.	7	Mid-term		Credit	3	40
		assessment				
6.	8	Current	The procedure	Test work	5	5
		monitoring:	for circulation			
		Control of	of drugs in			
		mastering the	wholesale and			
		topic	retail			
		Monitoring the	pharmaceutical			
		student's	organizations			
		individual work				
7.	8	Mid-term		Exam	3	40
		assessment				

8. Educational, methodological and informational support for mastering the academic discipline (printed, electronic publications, the Internet and other network resources)

8.1. Key literature references

№	Name according to bibliographic requirements	Number of copies	
		at the department in the library	
1	The system of legislative regulation of circulation of	electronic resource	
	medicines: Textbook / M.A. Mishchenko, E.V.		
	Shalenkova, A.A. Ponomareva, N.N. Chesnokova,		
	S.V. Kononova. – Nizhny Novgorod, 2021. – 77 p.	1 , , ,	
2	Fundamentals of state legislation on manufacturing of	electronic resource	
	medicines: Textbook / M M.A. Mishchenko, E.V.		
	Shalenkova, A.A. Ponomareva, N.N. Chesnokova,		
	S.V. Kononova. – Nizhny Novgorod, 2021. – 56 p.		
3	Fundamentals of state legislation on pharmaceutical	electronic resource	
	activities: Textbook / M.A. Mishchenko, E.V.		
	Shalenkova, A.A. Ponomareva, N.N. Chesnokova,		
	S.V. Kononova. – Nizhny Novgorod, 2021. – 50 p.		
4	The concept of good practices in the pharmaceutical	electronic resource	
	regulatory system: Textbook / M.A. Mishchenko,		
	E.V. Shalenkova, A.A. Ponomareva, N.N.		
	Chesnokova, S.V. Kononova. – Nizhny Novgorod,		
	2021. – 57 p.		
5	Fundamentals of pharmaceutical economics:	electronic resource	
	Textbook / M.A. Mishchenko, E.V. Shalenkova, A.A.		
	Ponomareva, N.N. Chesnokova, S.V. Kononova. –		
	Nizhny Novgorod, 2021. – 125 p.		
6	Prices and pricing in the pharmaceutical market:	electronic resource	
	Textbook / M.A. Mishchenko, E.V. Shalenkova, A.A.		
	Ponomareva, N.N. Chesnokova, S.V. Kononova. –		
	Nizhny Novgorod, 2021. – 77 p.		
7	Product policy of a pharmaceutical organization:	electronic resource	
	Textbook / M.A. Mishchenko, E.V. Shalenkova, A.A.		

	Ponomareva, N.N. Chesnokova, S.V. Kononova. –	
	Nizhny Novgorod, 2021. – 90 p.	
8	Fundamentals of planning economic indicators:	electronic resource
	Textbook / M.A. Mishchenko, E.V. Shalenkova, A.A.	
	Ponomareva, N.N. Chesnokova, S.V. Kononova. –	
	Nizhny Novgorod, 2021. – 78 p.	
9	Planning of trade turnover of a pharmaceutical	electronic resource
	organization: Textbook / M.A. Mishchenko, E.V.	
	Shalenkova, A.A. Ponomareva, N.N. Chesnokova,	
	S.V. Kononova. – Nizhny Novgorod, 2021. – 78 p.	
10	Planning of distribution costs of a pharmaceutical	electronic resource
	organization: Textbook / M.A. Mishchenko, E.V.	
	Shalenkova, A.A. Ponomareva, N.N. Chesnokova,	
1.1	S.V. Kononova. – Nizhny Novgorod, 2021. – 60 p.	1
11	Income and profit planning of a pharmaceutical	electronic resource
	organization: Textbook / M.A. Mishchenko, E.V.	
	Shalenkova, A.A. Ponomareva, N.N. Chesnokova,	
12	S.V. Kononova. – Nizhny Novgorod, 2021. – 70 p. Accounting of financial and economic activities of a	electronic resource
12	pharmacy organization: Textbook / M.A.	electronic resource
	Mishchenko, S.V. Kononova, N.N. Chesnokova, A.A.	
	Ponomareva, E.V. Shalenkova. – Nizhny Novgorod,	
	2022. – 74 p.	
13	Specific issues of accounting for the property of a	electronic resource
	pharmacy organization: Textbook / M.A.	
	Mishchenko. – Nizhny Novgorod, 2022. – 50 p.	
14	Basic principles of accounting of settlements with the	electronic resource
	personnel of a pharmacy organization: Textbook /	
	M.A. Mishchenko. – Nizhny Novgorod, 2022. – 50 p.	
15	The tax concept and tax management of	electronic resource
	pharmaceutical organizations: Textbook / M.A.	
	Mishchenko. – Nizhny Novgorod, 2022. – 52 p.	

8.2. Further reading

$N_{\underline{0}}$	Name according to bibliographic requirements	Number of copies	
		at the department	in the library
1	The medicine lifecycle concept: Textbook / M.A.	electronic re	esource
	Mishchenko, S.V. Kononova, A.A Ponomareva. –		
	Nizhny Novgorod, 2020. – 80 p.		
2	Information technologies in the medicine lifecycle	electronic re	esource
	management: Textbook / M.A. Mishchenko, S.V.		
	Kononova, A.A Ponomareva. – Nizhny Novgorod,		
	2020. – 99 p.		
3	Evaluating the quality of pharmaceutical information:	electronic re	esource
	Textbook / M.A. Mishchenko, S.V. Kononova, A.A		
	Ponomareva. – Nizhny Novgorod, 2020. – 98 p.		
4	Analysis and processing of pharmaceutical	electronic re	esource
	information: Textbook / M.A. Mishchenko, S.V.		
	Kononova, A.A Ponomareva. – Nizhny Novgorod,		
	2020. – 95 p.		
5	Post-marketing evaluation of medicinal products –	electronic re	esource

	pharmacoepidemiology: Textbook / M.A.	
	Mishchenko, S.V. Kononova, A.A Ponomareva. –	
	Nizhny Novgorod, 2020. – 53 p.	
6	Post-marketing evaluation of the medicinal products –	electronic resource
	pharmacoeconomics: Textbook / M.A. Mishchenko,	
	S.V. Kononova, A.A Ponomareva. – Nizhny	
	Novgorod, 2020. – 107 p.	
7	Post-marketing evaluation of medicinal products –	electronic resource
	pharmacovigilance: Textbook / M.A. Mishchenko,	
	S.V. Kononova, A.A Ponomareva. – Nizhny	
	Novgorod, 2020. – 70 p.	
8	Fundamentals of the state regulation of	electronic resource
	pharmaceutical information that is advertising:	
	Textbook / M.A. Mishchenko, S.V. Kononova, A.A	
	Ponomareva. – Nizhny Novgorod, 2020. – 109 p.	

8.3. Electronic educational resources for teaching academic subjects

8.3.1. Internal Electronic Library System of the University (IELSU)

No	Name of the electronic resource	Brief description (content)	Access conditions	Number of users
1	Internal electronic library system (IELS) http://nbk.pimunn.net/M egaPro/Web	Works of university teaching staff: textbooks, manuals, collections of tasks, teaching aids, laboratory works, monographs, collections of scientific works, scientific articles, dissertations, abstracts of dissertations, patents	From any computer and mobile device with individual login and password. Access mode: http://nbk.pimun n.net/MegaPro/Web	Not limited

8.3.2. Electronic educational resources acquired by the University

No	Name of the electronic resource	Brief description (content)	Access conditions	Number of users
1	Electronic legal reference system "Consultant Plus" (contract for free) http://www.consultant.ru	Regulatory documents regulating the activities of medical and pharmaceutical institutions From the scientific library computers	Access mode: http://www.cons ultant.ru/	Not limited Term of validity: Unlimited

8.3.3 Open access resources

	$N_{\overline{0}}$	Name of the electronic	Brief description (content)	Access conditions	
		resource			
	1	PubMed	US National Library of	From any computer and	
		https://www.ncbi.nlm.nihgov	Medicine search engine for	mobile device.	
		/pubmed	Medline, PreMedline	Access mode:	
			databases	https://www.ncbi.nlm.nihgov	

			/pubmed
			Not limited
2	Scopus database	International abstract	Access mode:
	www.scopus.com	database of scientific citation	www.scopus.com
		From university computers,	Not limited
		from any computer by	
		individual login and	
		password	
3	Web of Science Core	International abstract	Access mode:
	Collection	database of scientific	https://www.webofscience.co
	https://www.webofscience.co	citation. From university	m
	m	computers, from any	Not limited
		computer by individual login	
		and password.	

9. Material and technical support for mastering an academic discipline

- 9.1. List of premises for classroom activities for the discipline
- 1. Classes for lectures and practical classes, equipped with multimedia and other means of training, allowing the use of simulation technologies, with standard sets of professional models (sets of protocols of clinical trials, formulary lists of LPU, price lists of distribution companies, sets of quality of life questionnaires), allowing students to master the skills and abilities, provided by professional activity, individually.
- 2. Simulation center "Educational pharmacy", equipped with simulation technics, which imitates the activity of pharmacy and its subdivisions (acceptance of goods, storage of goods, dispensing, pharmaceutical expertise of receipt) in the amount that allows students to master skills, provided by professional activity individually.
- 3. Rooms for students' independent work, equipped with computers with the ability to connect to the Internet and access to the electronic information and educational environment of the University.2.
 - 9.2. List of equipment for classroom activities for the discipline
 - 1. Multimedia complex (laptop, projector, screen, TV)
 - 2. Computer class (15 computers) with installed applications and Internet access.
 - 9.3. List of software
 - 1. Online event platform "Webinar"
 - 2. Yandex Browser
 - 3. Reference system "Consultant Plus"

9.3. A set of licensed and freely distributed software, including domestic production

Ite m no.	Software	number of licenses	Type of software	Manufacture r	Number in the unified register of Russian software	Contract No. and date
1	Wtware	100	Thin Client Operating System	Kovalev Andrey Alexandrovic h	1960	2471/05-18 from 28.05.2018
2	MyOffice is Standard. A corporate user license for educational organizations, with no expiration date, with the right to receive updates for 1 year.	220	Office Application	LLC "NEW CLOUD TECHNOLO GIES"	283	without limitation, with the right to receive updates for 1 year.
3	LibreOffice		Office Application	The Document Foundation	Freely distributed software	
4	Windows 10 Education	700	Operating systems	Microsoft	Azure Dev Tools for Teaching Subscriptio n	
5	Yandex. Browser		Browser	«Yandex»	3722	
6	Subscription to MS Office Pro for 170 PCs for FGBOU VO "PIMU" of the Ministry of Health of Russia	170	Office Application	Microsoft		23618/HN100 30 LLC "Softline Trade" from 04.12.2020

10. List of changes to the working program (to be filled out by the template)

Federal State Budgetary Educational Institution of Higher Education
"Privolzhsky Research Medical University"

Ministry of Health of the Russian Federation
(FSBEI HE "PRMU" of the Ministry of Health of Russia)

Department of *Name of the department*

CHANGE REGISTRATION SHEET

working program for the academic discipline *NAME OF THE ACADEMIC DISCIPLINE*

Field of	study / specialty / sci	entific specialty:		, , , , , , , , , , , , , , , , , , ,		
Training	g profile:	(coae, na	(code, name)			
		ne) - for master's degree programs				
Modele	fatudy					
Mode o.	f study:	full-time/mixed attendance mode/extrami	ural			
		just time, mateu arenaanee moae, extrami	ii cii			
Position	Number and name of	Contents of the changes made	Effective date of	Contributor's		
	the program section		the changes	signature		
1						
Approved at the department meeting Protocol Noof20						
Head of	the Department		,			
departr	ment name, academic title	signature	print name	;		