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Marketing To Pharmacists

Mickey C. Smith



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Marketing for Pharmacists David A. Holdford, 2003-03-01 What is marketing How is marketing different from selling How will better marketing skills enhance a pharmacist s professional pharmacy practice These questions and many more are answered in this comprehensive and practical resource for pharmacists and pharmacy students Marketing theory is augmented by case studies vignettes and examples all specific to pharmacy practice Key Features Readers of Marketing for Pharmacists will Develop an appreciation of the need for marketing pharmaceutical services Understand the basic principles of marketing Develop a more strategic thought process for solving pharmacist marketing problems Develop the ability to apply marketing strategies to pharmacy problems Improve their awareness of opportunities and threats to pharmacy practice Heighten their interest in the marketing of pharmaceutical

services Learn to develop a marketing plan Improve their ability to attract and retain patients and customers Enhance personal selling skills

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Marketing Pharmaceutical Services Harry Alcide Smith, Stephen Joel Coons, 1992 Marketing Pharmaceutical Services discusses nearly every aspect of pharmacy patronage the quintessential element of a successful community pharmacy practice With recent trends showing availability and quality of both traditional and professional pharmacy services as key factors in patronage of a pharmacy there is a greater need for understanding types of services customers desire in their community pharmacies This anthology of research gleaned from journals published over the past decade with helpful interpretative comments by Smith and Coons is the most complete resource available on marketing services This unique volume provides data from which practicing pharmacists can develop a service program designed for its patrons and marketing strategies for promoting those services Whether chain or independent drug stores managers above the store level will find practical relevant marketing hints in this one convenient source Special topics covered include defining and classifying patronage factors and motives characterizing consumers as related to pharmacy patronage assessing consumers attitudes and perceptions concerning pharmacists roles in counseling patrons on their use of drugs private consulting with patrons and prescription price strategizing marketing for special markets such as elderly in housing communities and long term care facilities The variety of topics covered will interest all involved in the field of pharmacy from graduate and advanced undergraduate students and professors to marketing and sales specialists especially managers in the wholesale industry

Pharmaceutical Marketing Brent L. Rollins, Matthew Perri, 2014

Principles of Pharmaceutical Marketing Mickey C. Smith Ph.D., 2014-07-10 Principles of Pharmaceutical Marketing Third Edition offers the perspectives of both those who teach and those who practice pharmaceutical marketing This reflects the need for and the effort to provide the most relevant real world approach to this complex and fascinating field This text is designed for undergraduate students in pharmacy whose background in marketing is limited those actually involved in pharmaceutical marketing and anyone desiring an introduction to the intricacies involved in the marketing of pharmaceutical products

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Marketing and Retail Pharmacy Colin Gilligan, Robin Lowe, Peter Cattee, 2021-10-11 Based on the authors experiences of working with a wide variety of retail pharmacies this book is designed to provide pharmacists with a clear understanding of the nature of marketing and the ways it can contribute to the effective management of their business It explains how marketing techniques can benefit retail pharmacy and includes questions and checklists examples and case histories

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