

Certified National Pharmaceutical Representative Practice Test Questions and Answers

1. What is the primary responsibility of a pharmaceutical representative?

- A) Selling products to anyone interested
- B) Educating healthcare professionals about medications and therapeutic benefits
- C) Diagnosing patient conditions
- D) Prescribing medications directly

2. Which regulation governs pharmaceutical marketing practices in the United States?

- A) Environmental Protection Act
- B) FDA regulations and PhRMA Code guidelines
- C) Transportation Safety Act
- D) Consumer Electronics Standards

3. What information must be provided when discussing a medication with healthcare providers?

- A) Only positive benefits
- B) Balanced information including indications, contraindications, and side effects
- C) Personal opinions about the medication
- D) Competitor product weaknesses only

4. How should adverse events be handled when reported by healthcare professionals?

- A) Ignore minor side effects
- B) Report to the company's safety department according to regulatory requirements
- C) Handle personally without company involvement
- D) Advise the healthcare professional to ignore them

Answers: 1-B 2-B 3-B 4-B

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