



اللائحة الداخلية

لبرنامج الماجستير المهني
في الإدارة الصيدلانية

٢٠٢١

بنظام الساعات المعتمدة



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لبرنامج الماجستير المهني في الإدارة الصيدلانية



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بنظام الساعات المعتمدة



"الماجستير المهني في الإدارة الصيدلانية"

"Professional Master in Pharmaceutical Management"

التعريف بالبرنامج

برنامج "الماجستير المهني في الإدارة الصيدلانية" هو برنامج مشترك بين كلية الصيدلة وكلية التجارة، يشترك في تدريسه أعضاء هيئة التدريس بالكليتين، وتطرحه كلية الصيدلة والقسم المختص بالبرنامج هو قسم الكيمياء الحيوية بكلية الصيدلة.

رسالة وأهداف البرنامج

يهدف هذا البرنامج إلى إكساب الصيادلة مهارات الإدارة وتطبيقها في جميع مجالات العمل الصيدلي حيث يساعد علم إدارة الأعمال الصيدلانية في تحقيق النجاح والتطوير المستمر لقدراتهم البشرية والمادية، ويعمل على تنمية مهارات ريادة الأعمال في مجال الصيدلة وصناعة الدواء، ويضيف إلى منظومة الرعاية الصحية وقيمة العمل الصيدلي والخدمات الصحية المقدمة للمرضى خاصة والمجتمع عامة.

مادة ١: الدرجة العلمية

يمنح مجلس جامعة طنطا بناء على طلب مجلس كلية الصيدلة درجة "الماجستير المهني في الإدارة الصيدلانية" بنظام الساعات المعتمدة.

مادة ٢: مدة ونظام الدراسة

مدة الدراسة عامان دراسيان، حيث يقسم العام الدراسي إلى فصلين دراسيين، مدة كل منهما ١٦ أسبوعاً شاملة الامتحانات، وذلك بواقع ١٦ ساعة معتمدة أسبوعياً لكل فصل دراسي، ويجوز التسجيل في بعض المقررات في فصل دراسي صيفي مدته ثمانية أسابيع من الدراسة المكثفة شاملة الامتحانات، وتكون الدراسة بنظام الساعات المعتمدة، والساعة المعتمدة تعادل محاضرة نظرية مدتها ساعة واحدة في الأسبوع أو تدريبات معملية أو تطبيقية مدتها ساعتان في الأسبوع طوال الفصل الدراسي.

مادة ٣: لغة الدراسة

لغة الدراسة في البرنامج هي اللغة الإنجليزية.

مادة ٤: مواعيد التقدم للبرنامج

يتم فتح باب التقدم للبرنامج مرة كل عام خلال شهري يوليو - أغسطس، وتبدأ الدراسة في البرنامج في شهر أكتوبر للفصل الدراسي الأول وفي شهر فبراير للفصل الدراسي الثاني.

مادة ٥: الشروط العامة للقبول والقبول بالبرنامج

أ. أن يكون المتقدم حاصلًا على درجة البكالوريوس في الصيدلة/العلوم الصيدلانية أو درجة البكالوريوس في الصيدلة (فارم دي - PharmD) من إحدى الجامعات داخل جمهورية مصر العربية أو خارجها أو ما يعادلها، وتطبق القواعد والقوانين المنظمة لقبول وقيد الطلاب الوافدين بالجامعات المصرية طبقاً لقانون تنظيم الجامعات.

ب. أن يستوفي المتقدم الشروط الخاصة للالتحاق بالدراسات العليا بكلية.

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مادة ٦: متطلبات الحصول على الدرجة

متطلبات الحصول على درجة "الماجستير المهني في الإدارة الصيدلانية" هي اجتياز ٦٤ ساعة معتمدة بمعدل تراكمي لا يقل عن ٢ (D).

مادة ٧: قواعد الانتظام في الدراسة

على الطالب أن يواظب على حضور المحاضرات النظرية والدراسات العملية ولجنة العليا بناءً على توصية اللجنة التنفيذية أن تحرم الطالب من دخول الامتحان التحريري النهائي إذا تجاوزت نسبة غيابه ٢٥% من إجمالي ساعات المقرر الدراسي، وفي هذه الحالة يعتبر الطالب راسباً ويعطى له تقدير F.

مادة ٨: تسجيل المقررات

يفتح باب التسجيل لمدة أسبوعين في بداية كل فصل دراسي، ويقوم كل طالب بتسجيل المقررات التي يرغب في دراستها بمساعدة المرشد الأكاديمي، ولا يسمح للطالب بالتسجيل المتأخر إلا بموافقة اللجنة التنفيذية على ألا يزيد مدة التأخير عن أسبوع من نهاية فترة التسجيل.

مادة ٩: العبء الدراسي

يسمح للطالب بالتسجيل فيما لا يقل عن ١٠ ساعات معتمدة ولا يزيد عن ١٦ ساعة معتمدة في الفصل الدراسي الأساسي، وبالنسبة للفصل الصيفي فيكون الحد الأقصى للتسجيل به ٨ ساعات معتمدة.

مادة ١٠: الإضافة والحذف والانسحاب

يجوز للطالب بعد موافقة المرشد الأكاديمي أن يضيف أو يحذف مقررًا أو أكثر حتى نهاية الأسبوع الرابع من الفصل الدراسي الأساسي (أو الأسبوع الثاني من الفصل الصيفي) بما لا يخل بالعبء الدراسي المنصوص عليه في المادة (٩) من هذه اللائحة، ويجوز أيضا للطالب بعد موافقة المرشد الأكاديمي أن ينسحب من دراسة أى مقرر - بدون أن يعتبر راسباً - حتى نهاية الأسبوع السابع من بدء التسجيل للفصل الدراسي الأساسي (أو الأسبوع الثالث من الفصل الصيفي).

مادة ١١: المرشد الأكاديمي

تقوم اللجنة التنفيذية للبرنامج بتخصيص مرشد أكاديمي من بين أعضاء هيئة التدريس لتقديم النصح والإرشاد للطلاب خلال فترة دراسته، وكذلك لمساعدته في اختيار المقررات الدراسية.

مادة ١٢: الانقطاع عن الدراسة

يعتبر الطالب منقطعاً عن الدراسة إذا لم يسجل في أى فصل دراسي بدون عذر، ويجوز أن ينقطع الطالب تفصيلين دراسيين متتاليين أو منفصلين كحد أقصى بشرط الحصول على موافقة اللجنة العليا، ويفصل من البرنامج في حالة انقطاعه مدة أطول بدون عذر تقبله اللجنة العليا للبرنامج.



مادة 13: تقييم الطلاب

يتم تقييم الطلاب من خلال الامتحانات التحريرية والتطبيقية والأنشطة الفصلية، بالإضافة إلى تقييم المهارات المكتسبة من "مشروع التخرج" من خلال استمارة تقييم معدة لهذا الغرض ويتم اعتمادها في اللجنة التنفيذية واللجنة العليا للبرنامج، ويبين الجدول التالي حساب التقديرات للمقرر الدراسي:

حساب التقديرات للمقرر الدراسي			
عدد النقاط	النسبة المئوية	الرمز	التقدير
5	أكبر من أو يساوي 90%	A ⁺	ممتاز
4.5 إلى أقل من 5	85 لأقل من 90%	A	
4 إلى أقل من 4.5	80 لأقل من 85%	B ⁺	جيد جدا
3.5 إلى أقل من 4	75 لأقل من 80%	B	
3 إلى أقل من 3.5	70 لأقل من 75%	C ⁺	جيد
2.5 إلى أقل من 3	65 لأقل من 70%	C	
2 إلى أقل من 2.5	60 لأقل من 65%	D	مقبول
صفر	أقل من 60%	F	راسب
		I*	غير مكتمل
		W	منسحب

I*: يحصل الطالب على تقدير غير مكتمل إذا كانت نسبة حضوره في أي مقرر مستوفاة وحاصل على 60% من أعمال السنة وتعذر عليه دخول الامتحان النهائي لأسباب قهرية تقبلها اللجنة التنفيذية، ويسمح للطالب في هذه الحالة بدخول الامتحانات في الفصل الدراسي التالي مع الاحتفاظ بالتقدير.

مادة 14: الرسوب في المقررات

يشترط لنجاح الطالب في أي مقرر الحصول على 30% على الأقل في الامتحان التحريري النهائي و60% على الأقل من إجمالي درجات المقرر وإلا يعتبر راسبا، وفي حالة رسوب الطالب في مقرر إجباري يمنح فرصتين إضافيتين لإعادة التسجيل والدراسة والامتحان في نفس المقرر، أما إذا رسب الطالب في مقرر اختياري فيسمح أن يتم التسجيل في نفس المقرر أو مقرر اختياري آخر ويمنح أيضا فرصتين إضافيتين.

مادة 15: حساب المعدل التراكمي

يتم حساب مجموع نقاط المقرر على أساس حاصل ضرب عدد النقاط التي يحصل عليها الطالب في المقرر في عدد الساعات المعتمدة للمقرر مقسوما على عدد ساعات المقرر وذلك لأقرب رقمين عشريين. يمثل متوسط نقاط الدرجات (GPA) للفصل الدراسي جميع المقررات التي تم دراستها في هذا الفصل ويتم احتسابه على النحو التالي :



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متوسط نقاط الدرجات للفصل الدراسي (GPA) =

مجموع النقاط لجميع المقررات التي أكملها الطالب في الفصل الدراسي

مجموع الساعات المعتمدة لجميع المقررات التي أكملها الطالب في الفصل الدراسي

يمثل متوسط نقاط الدرجات التراكمي (CGPA) متوسط نقاط الدرجات الإجمالية التي حصل عليها الطالب

خلال البرنامج الدراسي وذلك لأقرب رقمين عشريين ويتم احتسابه على النحو التالي:

المعدل التراكمي (CGPA) = مجموع النقاط لجميع المقررات بالبرنامج

مجموع الساعات المعتمدة لجميع المقررات بالبرنامج

جدول العلاقة بين التقدير العام والمعدل التراكمي (CGPA)			
التقدير	الرمز	CGPA**	النسبة المئوية للمجموع التراكمي
ممتاز	A ⁺	5	أكبر من أو يساوي 90%
	A	4.5 إلى أقل من 5	85% لأقل من 90%
جيد جدا	B ⁺	4 إلى أقل من 4.5	80% لأقل من 85%
	B	3.5 إلى أقل من 4	75% لأقل من 80%
جيد	C ⁺	3 إلى أقل من 3.5	70% لأقل من 75%
	C	2.5 إلى أقل من 3	65% لأقل من 70%
مقبول	D	2 إلى أقل من 2.5	60% لأقل من 65%

** إذا حصل الطالب على مجموع نقاط تراكمي (CGPA) أقل من 2 عليه أن يعيد التسجيل في بعض المقررات التي تقديرها D لتحسين المعدل التراكمي، وفي هذه الحالة يحسب له التقدير الأعلى.

مادة 16: إيقاف القيد

يجوز للجنة العليا بناء على اقتراح اللجنة التنفيذية أن توقف القيد وفقا للضوابط المعمول بها بالجامعة.

مادة 17: إلغاء القيد

تقوم اللجنة العليا بإلغاء قيد الطالب بناء على موافقة اللجنة التنفيذية في الحالات الآتية:

1. عدم سداد الرسوم الدراسية
2. إذا تقدم الطالب بطلب لإلغاء قيده بعد موافقة المرشد الأكاديمي
3. إذا انقطع الطالب عن الدراسة بدون عذر مقبول لمدة فصلين دراسيين متتاليين أو منفصلين
4. إذا لم يستكمل متطلبات التخرج خلال 4 سنوات على الأكثر - مع مراعاة حالات وقف القيد
5. إذا تكرّر رسوب الطالب ثلاث مرات في مقرر أو أكثر
6. العقوبات التأديبية



مادة 18: إعادة القيد

يجوز للجنة العليا للبرنامج بعد موافقة مجلس الجامعة إعادة قيد الطلاب الذين تم إلغاء قيدهم لأي سبب من الأسباب المشار إليها في مادة (17) فيما عدا من وقعت عليه عقوبات تأديبية وذلك بعد مرور عام على الأقل من الإلغاء.

مادة 19: تعديل المحتوى الدراسي

يجوز للجنة التنفيذية للبرنامج تعديل ما لا يزيد عن 20% من المحتوى الدراسي بغرض التحديث بناء على اقتراح القسم العلمي المختص، ويشترط موافقة اللجنة العليا واعتماد مجلس الجامعة.

مادة 20: النظام الكودى للمقررات

ترقم المقررات التي يشملها البرنامج بحرفين وثلاثة أرقام، وبيانها كالاتي:
الحروف من اليسار: PH يقوم على تدريسه أعضاء هيئة التدريس بكلية الصيدلة، CM يقوم على تدريسه أعضاء هيئة التدريس بكلية التجارة
الأرقام: يمثل الرقم الأول من اليسار الفصل الدراسي، ويمثل الرقمين الثاني والثالث من اليسار تسلسل المقرر في البرنامج الدراسي.

مادة 21: المقررات الدراسية

تبين الجداول التالية (جدول 1 إلى جدول 5) المقررات الدراسية التي تدرس لنيل درجة "الماجستير المهني في الإدارة الصيدلانية" وعدد الساعات المعتمدة والاختبارات لكل مقرر والنهاية العظمى للدرجات المخصصة لكل امتحان، وزمن الامتحان، ووصف المقررات
L: (Lectures) محاضرات نظرية، T: (Tutorial) حلقات نقاش وتطبيقات عملية

مادة 22: يقوم بالإشراف على البرنامج لجنة عليا على مستوى الجامعة ولجنة تنفيذية على مستوى الكلية، وتصدر لائحة إدارية ومالية للبرنامج يعتمدها مجلس الجامعة تحدد اختصاصات لجان الإشراف وجميع الأمور الإدارية والمالية الخاصة بالبرنامج.

مادة 23: تطبق أحكام قانون تنظيم الجامعات ولائحته التنفيذية وأي تعديلات تطرأ عليه فيما لم يرد فيه نص في هذه اللائحة.





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Table (1)

Courses of the First Semester						Marks				Final Exam Hours
No	Course Title	Course Code	Prerequisite	Credit Hours	L+ T	Final Written Exam	Midterm Exam	Course Work	Total	
1	Pharmaceutical Marketing I التسويق الدوائي (1)	PH 101	-	3	2+1	60	20	20	100	2
2	Microeconomics اقتصاد جزئي	CM 101	-	3	2+1	60	20	20	100	2
3	Data Analysis and Biostatistics تحليل البيانات والإحصاء الحيوي	PH 102	-	3	2+1	60	20	20	100	2
4	Cost Accounting محاسبة التكاليف	CM 102	-	3	2+1	60	20	20	100	2
5	Pharmaceutical Legislations and Professional Ethics التشريعات الصيدلانية وأخلاقيات المهنة	PH 103	-	2	2+0	60	20	20	100	2
6	Elective Course: One of the following Courses should be selected مقرر اختياري: يختار الطالب أحد المقررات التالية									
	Strategic Planning التخطيط الاستراتيجي	CM 103	-	2	2+0	60	20	20	100	2
	Environmental Economics اقتصاديات البيئة	CM 104	-	2	2+0	60	20	20	100	2
	Research & Writing Reports البحوث وكتابة التقارير	PH 104	-	2	2+0	60	20	20	100	2
Total Credit Hours			16							





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Table (2)

Courses of the Second Semester						Marks				Final Exam Hours
No	Course Title	Course Code	Prerequisite	Credit Hours	L+ T	Final Written Exam	Midterm Exam	Course Work	Total	
1	Pharmaceutical Marketing II التسويق الدوائي (2)	PH 205	PH101	3	2+1	60	20	20	100	2
2	Operations Management إدارة العمليات	CM 205	-	3	2+1	60	20	20	100	2
3	Human Resources Management إدارة الموارد البشرية	PH 206	-	2	2+0	60	20	20	100	2
4	Hospital Management I إدارة المستشفيات (1)	PH 207	-	2	2+0	60	20	20	100	2
5	Corporate Performance Management إدارة أداء الشركات	CM 206	CM101	2	1+1	60	20	20	100	1
6	Managerial Accounting المحاسبة الإدارية	CM 207	CM102	2	1+1	60	20	20	100	1
7	Drug & Poison Information Systems نظم معلومات الدواء والسموم	PH 208	-	2	1+1	60	20	20	100	1
Total Credit Hours			16							



(Signature)



Table (3)

Courses of the Third Semester						Marks				Final Exam Hours
No	Course Title	Course Code	Prerequisite	Credit Hours	L+ T	Final Written Exam	Midterm Exam	Course Work	Total	
1	Health Economics اقتصاديات الصحة	CM 308	CM101	3	2+1	60	20	20	100	2
2	Information Economics اقتصاديات المعلومات	CM 309	CM101	2	1+1	60	20	20	100	1
3	Hospital Management II إدارة المستشفيات (2)	PH 309	-	3	2+1	60	20	20	100	2
4	Community Pharmacy Accounting المحاسبة في الصيدلية الأهلية	CM 310	CM102	3	2+1	60	20	20	100	2
5	Pharmacoeconomics اقتصاديات الدواء	PH 310	-	3	2+1	60	20	20	100	2
6	Elective Course: One of the following Courses should be selected مقرر اختياري: يختار الطالب أحد المقررات التالية									
	Industrial Economics اقتصاد صناعي	CM 311	CM101	2	2+0	60	20	20	100	2
	Customer Relationship Management إدارة علاقات العملاء	CM 312	-	2	2+0	60	20	20	100	2
	International Economics اقتصاد دولي	CM 313	CM101	2	2+0	60	20	20	100	2
Total Credit Hours			16							





Table (4)

Courses of the Fourth Semester						Marks				Final Exam Hours
No	Course Title	Course Code	Prerequisite	Credit Hours	L+ T	Final Written Exam	Midterm Exam	Course Work	Total	
1	Managerial Economics الاقتصاد الإداري	CM 414	CM102	2	2+0	60	20	20	100	2
2	Material Management إدارة المواد	CM 415	-	2	2+0	60	20	20	100	2
3	Drug Factory Layout & Industrial Management تخطيط مصنع الأدوية وإدارة الصناعة	PH 411	-	3	2+1	60	20	20	100	2
4	Drug Discovery & Development اكتشاف وتطوير الدواء	PH 412	-	3	2+1	60	20	20	100	2
5	Drug Registration & Intellectual Rights تسجيل الأدوية وحقوق الملكية الفكرية	PH 413	-	2	2+0	60	20	20	100	2
						Course Work	Final Manuscript	Oral Presentation & Discussion	Total Marks	
6	Graduation Project مشروع التخرج	PH 414	-	4	0+8	40	20	40	100	
Total Credit Hours			16							





Table (5)

Course Title Code	Course Description
Pharmaceutical Marketing I PH101	Marketing process – Market segmentation – Targeting – Market differentiation – Positioning – Integrated marketing program – Product levels – Pricing strategy – Distribution channel – Promotion – Branding.
Microeconomics CM101	The course presents the equilibrium analysis of output employment and the price level. It studies the determinants of total production of goods and services and shows distribution of national income to factors of production, it focuses on the determinants of the demand for goods and provides and in the financial markets.
Data Analysis and Biostatistics PH102	Introduction to statistics – Describing data- Discrete and continuous probability distributions – Sampling methods – Analysis of variance – Correlation and linear regression – Nonparametric methods.
Cost Accounting CM102	This curriculum Aims at acquainting the student with the scientific principles that guide the cost accounting in this (her) treatment of acquired cost- measuring problems whether related to measuring the cost of production factors acquired or related to measuring the unit cost of product. The curriculum deals with the study of the different concept of cost analysis from many aspects by using different classification principles, theories of cost elements charging, and the effect of cost charging theories on income statement.
Pharmaceutical Legislations and Professional Ethics PH103	Legal requirements for pharmaceutical organizations- Different pharmaceutical laws and regulations- Basic elements of national pharmaceutical legislation-Medicine registration, licensing and marketing authorization-Controlling alternative and informal distribution channels-Establishing effective administrative control.
Strategic Planning CM103	What is strategic planning-The importance of strategic planning-Developing the strategy-Creating a mission and a vision-Stakeholder analysis-SWOT analysis-PESTEL analysis-Porters five competitive forces-Strategic issues-Internationalisation.
Environmental Economics CM104	Introduction-Understanding the Environmental Economics-Managing Pollutions- taxes and Green Economy.

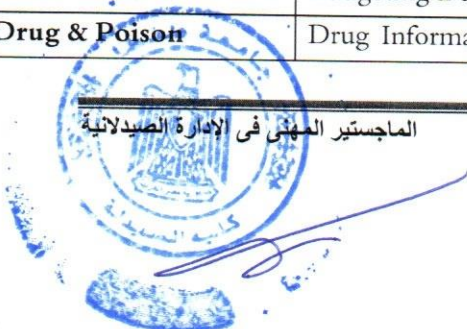


"المجستير المهني في الإدارة الصيدلانية"



"Professional Master in Pharmaceutical Management"

Research and Writing Reports PH104	Randomized control trials – Qualitative data collection and analysis – Making results relevant – Survey design, administration, and data acquisition – Data analysis – Systematic reviews and meta-analysis – Measurement and psychometrics – Value-added and student growth measures – Rapid-cycle evaluations.
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Human Resources Management PH206	Introduction to human resources management (HRM) – Strategic implications of a dynamic HRM environment – Training and developing employees – Managing careers – Coaching and talent management – Establishing performance management systems – Pay for performance and financial incentives – Ethics, justice and fair treatment in HR management.
Hospital Management-I PH207	Healthcare system management including: basic operations of hospitals, human resource management, community relations, capital finance, pharmacist relations and collective bargaining. Hospital Finance Management including: health services organizations, reimbursement protocol, costing and pricing of hospital services, pharmacist-hospital integration analysis and risk sharing.
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Drug & Poison	Drug Information Centers (DICs) and Drug and Poison Information





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Information Systems PH208	Centers (DPICs)- Sources of drug and poison information - Credibility - Primary and secondary sources - Management.
Health Economics CM308	The value of the health, Demand for healthcare, Supply of healthcare, Healthcare market equilibrium, the value and behavior in the production and consumption of health and healthcare and the Efficiency and effectiveness of healthcare systems.
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Managerial Economics	Market demand curve (The demand function - Determinants of demand - Consumer surplus) - Market supply curve (The supply



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CM414	function – Supply shifters –Producer surplus) – Market equilibrium – Price restrictions – Comparative statics.
Material Management CM415	Purchasing Systems and management- Stores Systems and Procedures- Raw materials purchase- Changes of markets in order to implement successful supply chain strategies-Planning of organization's good and services- Inventory Control- Decision Modeling and Analysis- Quality Assurance Standards of Material Management- Hazardous Materials Management.
Drug Factory Layout and Industrial Management PH411	Factory management essentials –Planning strategies- Financial planning – Risk and quality management – Operation progress and cost control – Labor economics and legislation – Strategic reward systems – Management of drug distribution channels – Research and development management – Supply chain management in pharmaceutical industry - Inventory and its control.
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Graduation Project PH414	Presenting hospital/industrial/pharmacy management project regarding study guidelines.





Professional Master in Pharmaceutical Management

2021

By Credit Hours System



Professional Master in Pharmaceutical Management



Signature



2021

By Credit Hours System



"Professional Master in Pharmaceutical Management" (By Credit Hours System)



About the Program

The "Professional Master in Pharmaceutical Management" is a joint collaboration program between Faculty of Pharmacy and Faculty of Commerce. The staff members of both Faculties are sharing in the teaching and training within the program. The program is presented by the Faculty of Pharmacy, where the Department of Biochemistry is the concerned Department.

Program Mission and Goals

The "Professional Master in Pharmaceutical Management" aims to provide pharmacists with essential skills of administration and its applications in all pharmaceutical fields. The program helps pharmacists achieve success and continuous development of their capabilities, develop entrepreneurship skills in the field of pharmacy and drug industry, and improve the health services in the society.

Article 1: The Degree

The Tanta University Council grants the degree of "Professional Master in Pharmaceutical Management", by credit hours system, upon the request of the Faculty of Pharmacy Council.

Article 2: The Study Duration and System

The duration of the study is two years. Each year consists of two semesters; 16 weeks each. The total credit hours are 64 hours; 16 credit hours per semester. Some courses may be offered in eight-week summer semester of intensive study. The system of study is by credit hours system. A credit hour is equivalent to one-hour theoretical lecture per week, or two-hour practical/applied exercises per week throughout the whole semester.

Article 3: The Study Language

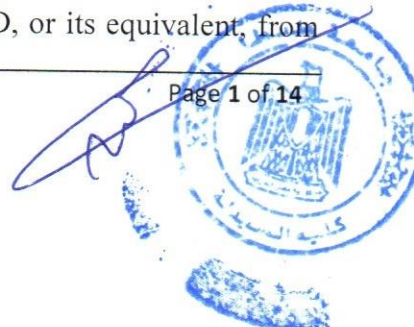
The study language in the program is English Language.

Article 4: Admission Time

Admission to the program is allowed on July-August every year. The Autumn Semester begins on October and the Spring Semester begins on February.

Article 5: Admission and Enrollment Criteria

- a. The student must have the Bachelor Degree of Pharmacy/Pharmaceutical Sciences or Bachelor Degree of Pharmacy- PharmD, or its equivalent, from





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- any University inside or outside Egypt. The international students should fulfill the rules set by The Universities Regulation Law.
- b. The applicant should fulfill the conditions for admission to postgraduate studies at the faculty.

Article 6: Requirements for Obtaining the Degree

To achieve the degree of "Professional Master in Pharmaceutical Management" the student should succeed in 64 credit hours and gain cumulative grade point average not less than 2 (D).

Article 7: Study Commitment Rules

The student must commit to attend theoretical lectures and practical sessions. The Higher Committee has the authority, upon the recommendation of the Executive Committee, to deprive the student of applying for the final written exam if his/her absence exceeds 25% of the total hours of the course. In the latter case, the student is considered Failing and is given grade F.

Article 8: Registration of Courses

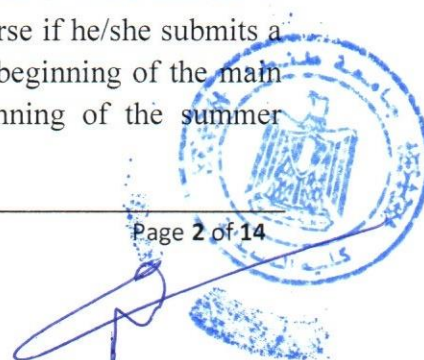
Registration is allowed for two weeks at the beginning of each semester. Each student must register for the courses he/she wishes with the help of his/her academic advisor. The student is not allowed to register late except after getting the consent of the Executive Committee within not more than one week after the end of the registration period.

Article 9: Academic Load

The minimum academic load in the main semester is 10 credit hours and the maximum is 16 credit hours, whereas the maximum academic load in the summer semester is 8 credit hours.

Article 10: Addition, Dropping and Withdrawal

The student may add or drop one or more courses to his/her credit hours, after approval of the academic advisor, within the first four weeks of the beginning of the main semester (or within two weeks of the beginning of the summer semester), with regard to the academic load (Article 9). The student may also, after approval of the academic advisor, withdraw from one or more courses in any semester without being considered failing in this course if he/she submits a request to withdraw during the first seven weeks of the beginning of the main semester (or within the first three weeks of the beginning of the summer semester).



Article 11: Academic Advisor

An academic advisor, one of the staff members, is assigned by the Executive Committee to help students in choosing the courses for registration and to provide them academic guidance throughout the study duration.

Article 12: Dropping Out of Study

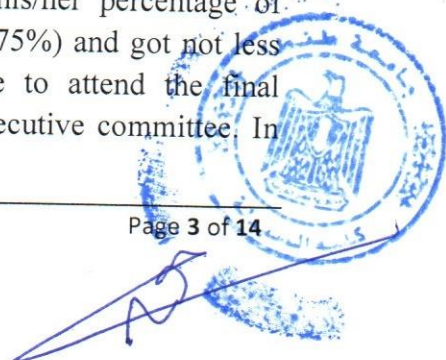
The student is considered dropped out if he/she does not register in a semester. A student may drop out for a maximum of two consecutive or non-consecutive semesters provided that the Higher Committee accepts it. The student will be dismissed from the program if his/her suspension is for a longer period without an excuse accepted by the Higher Committee.

Article 13: Evaluation of Students

Students are assessed through the semester activity and the written and practical examinations. The skills gained through the graduation project are also assessed using a pre-constructed evaluation sheet that should be approved by the Executive Committee and the Higher Committee of the program. Calculation of course grade is shown in the following table:

Calculating Grades of Courses			
Points	Percentage	Symbol	Grade
5	Greater than or equal to 90%	A+	Excellent
4.5 to less than 5	85 to less than 90%	A	
4 to less than 4.5	80 to less than 85%	B+	
3.5 to less than 4	75 to less than 80%	B	Very Good
3 to less than 3.5	70 to less than 75%	C+	Good
2.5 to less than 3	65 to less than 70%	C	
2 to less than 2.5	60 to less than 65%	D	Pass
Zero	Less than 60%	F	Failing
		I*	Incomplete
		W	Withdrawal

I*: The course grade of a student is incomplete if his/her percentage of attendance in the course was satisfactory (not less than 75%) and got not less than 60% of course work grades but he was unable to attend the final examination for compelling reasons accepted by the executive committee. In



this case the student is allowed to retain his/her grades and examine in this course in the following semester.

Article 14: Failing in Courses

To succeed in the course, the student should get at least 30% of the written exam paper and 60% of the total marks of the course, otherwise he/she will be considered failing. If the student is failing in a compulsory course, he/she is allowed two other chances to re-register, attend, and be examined in the same course. If the student is failing in an elective course, he/she could re-register in the same course or another one.

Article 15: Calculation of GPA

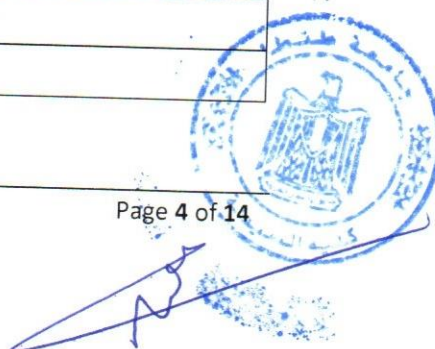
The semester Grade Point Average (GPA) represents the courses studied in a semester and is computed as follows: Sum of multiplying the number of grade points obtained by the student in each course by the number of credit hours of that course, for all courses accomplished by the student in a semester, divided by the total number of hours in the same semester - to the nearest two decimal numbers.

$$\text{GPA} = \frac{\text{Sum of Grade Points of all courses completed by the student in the semester}}{\text{Sum of credit hours of all courses completed by the student in the semester}}$$

The Cumulative GPA (CGPA) is the average of all final grades obtained by the student within the program to the nearest two decimal numbers. It is calculated as follows:

$$\text{CGPA} = \frac{\text{Sum of Grade Points of all courses completed by the student in the program}}{\text{Sum of credit hours of all courses of the program}}$$

The relation between the General Grade and CGPA			
Grade	Symbol	CGPA**	Percentage of Cumulative Points
Excellent	A+	5	Greater than or equal to 90%
	A	4.5-<5	85 to less than 90%
Very Good	B+	4-<4.5	80 to less than 85%
	B	3.5-<4	75 to less than 80%
Good	C+	3-<3.5	70 to less than 75%
	C	2.5-<3	65 to less than 70%
Pass	D	2-<2.5	60 to less than 65%





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If the student has CGPA score of less than 2, he/she is allowed to re-register in some courses that had grade **D to improve the CGPA; in such case the higher grade is calculated.

Article 16: Student Suspension

The Higher Committee could approve student suspension according to the suggestion of the Executive Committee and following the University rules.

Article 17: Cancelling Enrollment

The Higher Committee will cancel the student's enrollment upon the request of the Executive Committee in the following cases:

1. If he/she does not pay the tuition fees
2. If the student submits a request to cancel his enrollment
3. If the student drops out without an acceptable excuse for two consecutive or non-consecutive semesters
4. If the student does not fulfill or accomplish the study requirements within a maximum of four years, taking into consideration the cases of accepted holding
5. If the student failed three times in one or more courses
6. Disciplinary sanctions

Article 18: Re-Enrollment

The Higher Committee, after approval of the University Council, may allow the students, whose enrollment was previously cancelled according to Article (17), to be re-enrolled in the program, after at least one year from cancelling date, excluding those who got disciplinary sanctions.

Article 19: Amendment of Course' Content

The Executive Committee of the program could approve the update and amend not more than 20% of the scientific content of the program, upon the suggestion of the responsible scientific department. The amendment should be approved by the Higher Committee and endorsed by the University Council.

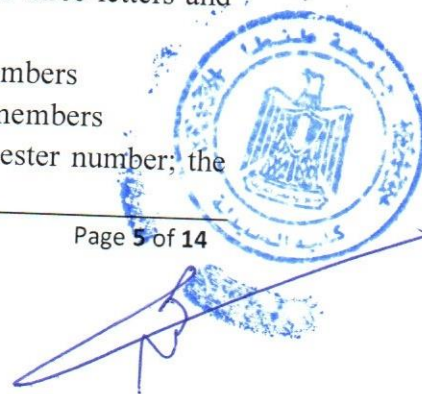
Article 20: Course Code

The courses of the program have a code consisting of two or three letters and three numbers.

PH: Indicates courses taught by Faculty of Pharmacy staff members

CM: Indicates courses taught by Faculty of Commerce staff members

Numbers: The first number from the left represents the semester number; the





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second and third numbers represent the course number within the program.

Article 21: Program Courses

The following tables (Table 1 to 5) show the courses that are taught to get the Degree of "Professional Master in Pharmaceutical Management", the number of credit hours, the marks of the exams for each course, the exam hours, and course description. **L:** Lectures, **T:** Tutorial/Applied sessions.

Article 22:

The program is supervised by a Higher Committee in the University and an Executive Committee in the Faculty. The administrative and financial regulations for the program should be issued and approved by the University Council.

Article 23:

The provisions of the Universities Regulation Law, its Executive Regulation, and any amendments there have to be applied in any other statements not considered in this regulation/bylaw.



Table (1)

Courses of the First Semester						Marks				Final Exam Hours
No	Course Title	Course Code	Prerequisite	Credit Hours	L+ T	Final Written Exam	Midterm Exam	Course Work	Total	
1	Pharmaceutical Marketing I التسويق الدوائي (1)	PH 101	-	3	2+1	60	20	20	100	2
2	Microeconomics اقتصاد جزئي	CM 101	-	3	2+1	60	20	20	100	2
3	Data Analysis and Biostatistics تحليل البيانات والإحصاء الحيوي	PH 102	-	3	2+1	60	20	20	100	2
4	Cost Accounting محاسبة التكاليف	CM 102	-	3	2+1	60	20	20	100	2
5	Pharmaceutical Legislations and Professional Ethics التشريعات الصيدلانية وأخلاقيات المهنة	PH 103	-	2	2+0	60	20	20	100	2
6	Elective Course: One of the following Courses should be selected مقرر اختياري: يختار الطالب أحد المقررات التالية									
	Strategic Planning التخطيط الاستراتيجي	CM 103	-	2	2+0	60	20	20	100	2
	Environmental Economics اقتصاديات البيئة	CM 104	-	2	2+0	60	20	20	100	2
	Research & Writing Reports البحوث وكتابة التقارير	PH 104	-	2	2+0	60	20	20	100	2
Total Credit Hours			16							



Table (2)

Courses of the Second Semester						Marks				Final Exam Hours
No	Course Title	Course Code	Prerequisite	Credit Hours	L+ T	Final Written Exam	Midterm Exam	Course Work	Total	
1	Pharmaceutical Marketing II (التسويق الدوائي (2)	PH 205	PH101	3	2+1	60	20	20	100	2
2	Operations Management إدارة العمليات	CM 205	-	3	2+1	60	20	20	100	2
3	Human Resources Management إدارة الموارد البشرية	PH 206	-	2	2+0	60	20	20	100	2
4	Hospital Management I (إدارة المستشفيات (1)	PH 207	-	2	2+0	60	20	20	100	2
5	Corporate Performance Management إدارة أداء الشركات	CM 206	CM101	2	1+1	60	20	20	100	1
6	Managerial Accounting المحاسبة الإدارية	CM 207	CM102	2	1+1	60	20	20	100	1
7	Drug & Poison Information Systems نظم معلومات الدواء والسموم	PH 208	-	2	1+1	60	20	20	100	1
Total Credit Hours			16							



Table (3)

Courses of the Third Semester						Marks				Final Exam Hours
No	Course Title	Course Code	Prerequisite	Credit Hours	L+ T	Final Written Exam	Midterm Exam	Course Work	Total	
1	Health Economics اقتصاديات الصحة	CM 308	CM101	3	2+1	60	20	20	100	2
2	Information Economics اقتصاديات المعلومات	CM 309	CM101	2	1+1	60	20	20	100	1
3	Hospital Management II إدارة المستشفيات (2)	PH 309	-	3	2+1	60	20	20	100	2
4	Community Pharmacy Accounting المحاسبة فى الصيدلية الأهلية	CM 310	CM102	3	2+1	60	20	20	100	2
5	Pharmacoeconomics اقتصاديات الدواء	PH 310	-	3	2+1	60	20	20	100	2
6	Elective Course: One of the following Courses should be selected مقرر اختياري: يختار الطالب أحد المقررات التالية									
	Industrial Economics اقتصاد صناعي	CM 311	CM101	2	2+0	60	20	20	100	2
	Customer Relationship Management إدارة علاقات العملاء	CM 312	-	2	2+0	60	20	20	100	2
	International Economics اقتصاد دولي	CM 313	CM101	2	2+0	60	20	20	100	2
Total Credit Hours			16							



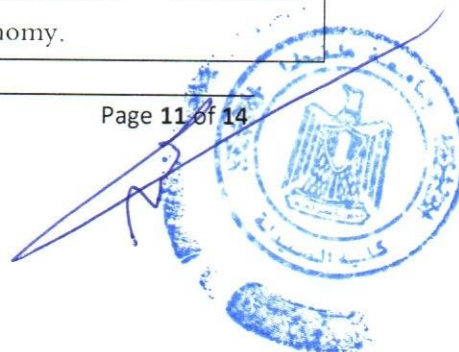
Table (4)

Courses of the Fourth Semester						Marks				Final Exam Hours
No	Course Title	Course Code	Prerequisite	Credit Hours	L+ T	Final Written Exam	Midterm Exam	Course Work	Total	
1	Managerial Economics الاقتصاد الإداري	CM 414	CM102	2	2+0	60	20	20	100	2
2	Material Management إدارة المواد	CM 415	-	2	2+0	60	20	20	100	2
3	Drug Factory Layout & Industrial Management تخطيط مصنع الأدوية وإدارة الصناعة	PH 411	-	3	2+1	60	20	20	100	2
4	Drug Discovery & Development اكتشاف وتطوير الدواء	PH 412	-	3	2+1	60	20	20	100	2
5	Drug Registration & Intellectual Rights تسجيل الأدوية وحقوق الملكية الفكرية	PH 413	-	2	2+0	60	20	20	100	2
						Course Work	Final Manuscript	Oral Presentation & Discussion	Total Marks	
6	Graduation Project مشروع التخرج	PH 414	-	4	0+8	40	20	40	100	
Total Credit Hours			16							



Table (5)

Course Title Code	Course Description
Pharmaceutical Marketing I PH101	Marketing process – Market segmentation – Targeting – Market differentiation – Positioning – Integrated marketing program – Product levels – Pricing strategy – Distribution channel – Promotion – Branding.
Microeconomics CM101	The course presents the equilibrium analysis of output employment and the price level. It studies the determinants of total production of goods and services and shows distribution of national income to factors of production, it focuses on the determinants of the demand for goods and provides and in the financial markets.
Data Analysis and Biostatistics PH102	Introduction to statistics – Describing data– Discrete and continuous probability distributions – Sampling methods – Analysis of variance – Correlation and linear regression – Nonparametric methods.
Cost Accounting CM102	This curriculum Aims at acquainting the student with the scientific principles that guide the cost accounting in this (her) treatment of acquired cost– measuring problems whether related to measuring the cost of production factors acquired or related to measuring the unit cost of product. The curriculum deals with the study of the different concept of cost analysis from many aspects by using different classification principles, theories of cost elements charging, and the effect of cost charging theories on income statement.
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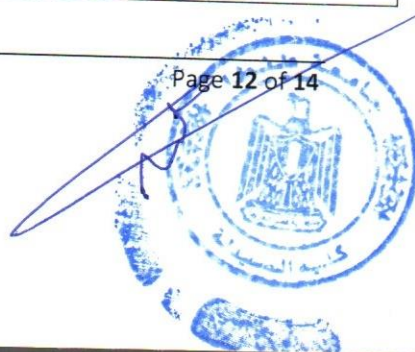




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CM104	
Research and Writing Reports PH104	Randomized control trials – Qualitative data collection and analysis – Making results relevant – Survey design, administration, and data acquisition – Data analysis – Systematic reviews and meta-analysis – Measurement and psychometrics – Value-added and student growth measures – Rapid-cycle evaluations.
Pharmaceutical Marketing II PH205	Creating and capturing customer value – Company and marketing strategy – Analyzing the marketing environment – Managing marketing information to gain customer insights – Business markets and business buying behavior – Creating and Understanding and capturing customer value – Marketing channels.
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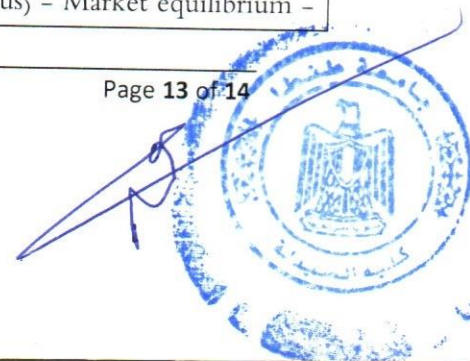




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International Economics CM313	International business law – International trade – Exports/imports procedures and logistics management – International finance – International trade management – International marketing.
Managerial Economics CM414	Market demand curve (The demand function – Determinants of demand – Consumer surplus) – Market supply curve (The supply function – Supply shifters –Producer surplus) – Market equilibrium –



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	Price restrictions - Comparative statics.
Material Management CM415	Purchasing Systems and management- Stores Systems and Procedures- Raw materials purchase- Changes of markets in order to implement successful supply chain strategies-Planning of organization's good and services- Inventory Control- Decision Modeling and Analysis- Quality Assurance Standards of Material Management- Hazardous Materials Management.
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