

Understanding Pharma A Primer On How Pharmaceutical Companies Really Work

Understanding PharmaLeading Pharmaceutical InnovationUnderstanding PharmaBig PharmaPfizer and the Challenges of the Global Pharmaceutical IndustryThe Truth About the Drug CompaniesCorporate Crime in the Pharmaceutical Industry (Routledge Revivals)Transforming Big PharmaDrugs for LifeValuing Pharmaceutical CompaniesMergers and Acquisitions in the Global Pharmaceutical IndustryComparative Analysis and BenchmarkingThe World's Pharmaceutical IndustriesTransnational Corporations in the Pharmaceutical Industry of Developing CountriesOur Daily MedsLeading Pharmaceutical InnovationThe Multinational Pharmaceutical IndustryKnowledge Management in the Pharmaceutical IndustryThe World Health MarketThe Law and Ethics of the Pharmaceutical Industry John J. Campbell Oliver Gassmann John J. Campbell Jacky Law Axel Jörn Marcia Angell John Braithwaite Mr John Ansell Joseph Dumit Karen Beynon Mennen Hung-hsin Chen Robert Ballance Melody Petersen Oliver Gassmann Sir Ronald Stanley Edwards Ms Elisabeth Goodman David Tucker M.N.G. Dukes

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Ethics of the Pharmaceutical Industry *John J. Campbell Oliver Gassmann John J. Campbell Jacky Law Axel Jörn Marcia Angell John Braithwaite Mr John Ansell Joseph Dumit Karen Beynon Mennen Hung-hsin Chen Robert Ballance Melody Petersen Oliver Gassmann Sir Ronald Stanley Edwards Ms Elisabeth Goodman David Tucker M.N.G. Dukes*

pharmaceutical giants have been doubling their investments in drug development only to see new drug approvals to remain constant for the past decade this book investigates and highlights a set of proactive strategies aimed at generating sustainable competitive advantage for its protagonists based on value generating business practices we focus on three sources of pharmaceutical innovation new management methods in the drug development pipeline new technologies as enablers for cutting edge r d and new forms of internationalisation such as outside in innovation in the early phases of r d

pharmaceutical medicine is very very big business the top ten players earned more than 200 billion in 2003 one drug pfizer s cholesterol pill lipitor had sales of more than 9 billion this kind of money buys an awful lot of friends among doctors and politicians most of those involved in the formulation of public health policy seems happy with the present system the trouble is that the public is starting to have doubts there is a growing sense that the vast profits of drug companies and their control of the research agenda might not be that good for our health jacky law takes the reader on a journey through the pharmaceutical business and shows how the public is quite right to be concerned about conventional medicine as it has developed since the late 1970s she tells a story of spectacular regulatory failure phenomenally high prices betrayal of the public interest and a growing awareness among ordinary people that things could be very different sophisticated marketing and public relations not scientific excellence have helped corporations to preside unchallenged over matters of life and death it is time law argues for us to take responsibility for our health not as passive consumers of pharmaceutical medicine but as informed citizens

this case study defines the global pharmaceutical industry and its boundaries analyses

the profitability attractiveness of the global pharmaceutical industry by using m e porters five forces model and answers the questions what overall industry trends can be identified and how the profitability attractiveness of the industry will change in the future furthermore it explains and evaluates pfizer s new strategy and examines what pfizer did in the recent years to maintain their profitability

during her two decades at the new england journal of medicine dr marcia angell had a front row seat on the appalling spectacle of the pharmaceutical industry she watched drug companies stray from their original mission of discovering and manufacturing useful drugs and instead become vast marketing machines with unprecedeted control over their own fortunes she saw them gain nearly limitless influence over medical research education and how doctors do their jobs she sympathized as the american public particularly the elderly struggled and increasingly failed to meet spiraling prescription drug prices now in this bold hard hitting new book dr angell exposes the shocking truth of what the pharmaceutical industry has become and argues for essential long overdue change currently americans spend a staggering 200 billion each year on prescription drugs as dr angell powerfully demonstrates claims that high drug prices are necessary to fund research and development are unfounded the truth is that drug companies funnel the bulk of their resources into the marketing of products of dubious benefit meanwhile as profits soar the companies brazenly use their wealth and power to push their agenda through congress the fda and academic medical centers zeroing in on hugely successful drugs like azt the first drug to treat hiv aids taxol the best selling cancer drug in history and the blockbuster allergy drug claritin dr angell demonstrates exactly how new products are brought to market drug companies she shows routinely rely on publicly funded institutions for their basic research they rig clinical trials to make their products look better than they are and they use their legions of lawyers to stretch out government granted exclusive marketing rights for years they also flood the market with copycat drugs that cost a lot more than the drugs they mimic but are no more effective the american pharmaceutical industry needs to be saved mainly from itself and dr angell proposes a program of vital reforms which includes restoring impartiality to

clinical research and severing the ties between drug companies and medical education written with fierce passion and substantiated with in depth research the truth about the drug companies is a searing indictment of an industry that has spun out of control

first published in 1984 this book examines corporate crime in the pharmaceutical industry based on extensive research including interviews with 131 senior executives of pharmaceutical companies in the united states the united kingdom australia mexico and guatemala the book is a major study of white collar crime written in the 1980s it covers topics such as international bribery and corruption fraud in the testing of drugs and criminal negligence in the unsafe manufacturing of drugs the author considers the implications of his findings for a range of strategies to control corporate crime nationally and internationally

in transforming big pharma john ansell addresses critically how strategy works in the pharmaceutical industry the long standing dearth of new products has led to a growing shortfall in revenues ansell assesses the wide range of alternative strategies big pharma companies have been pursuing in recent years in attempting to overcome this he shows that there is sound evidence to expect the recent upturn in the number of new products reaching the market to go on to greater heights chapters assess the complex trends in attrition rates show how rife spectacular sales underestimation in the industry remains and explain how conventional wisdom on the chances of product profitability also seriously undersells the industry the surest route to transforming the prospects for big pharma ansell contends is to step up activity in acquiring and developing new products this is now realistic because as he shows the amount of intellectual property available is much greater than it was a decade ago ansell believes that no other strategies have sufficient transformative powers though they may be useful as a stopgap whilst the sales of forthcoming new products mature he argues for a reversal of big pharma s recent cutbacks in r d and licensing and re focussing on new product development transforming big pharma is intended for those in senior and middle management in the pharmaceutical industry it will also be valuable to students as well as to all those dealing with the industry including biotech companies and those providing services and products

to the pharmaceutical industry

challenges our understanding of health risks facts and clinical trials payoff

the pharmaceutical sector offers some of the most exciting financial and business opportunities today this essential and practical guide gives you all the tools you need to assess such opportunities the second edition of the respected pharmaceutical equities it has been thoroughly revised and updated to reflect the changes especially in life sciences since the first edition the book is international in outlook and explains the rules of the game not just for wise investing but also for understanding how this uniquely complex and highly regulated business works the authors explain how to evaluate the technology and research and development as well as the sales potential of ensuing products what key issues will affect and influence companies in the next few years how to balance potential high returns on breakthrough products against accompanying risks the book begins with a look at the global pharmaceutical industry from its history to the structure of present day companies the second part explores how to analyse and value pharmaceutical and biotechnology companies the final part deals with trading itself and looks at share price movement and the main equity markets throughout the world both practical and comprehensive this handbook will be essential reading for investors analysers and corporate planners and is the only book which will show you how to actually value pharmaceutical companies

project report from the year 2006 in the subject communications public relations advertising marketing social media grade 65 b university of sunderland course global corporate strategy language english abstract mergers and acquisitions are of major importance in the pharmaceutical industry in order to evaluate the dynamics of this particular industry this paper critically evaluates the pre and post merger situation of glaxosmithkline concerning its ready access to markets know how and management capability furthermore strengths and weaknesses and merger s outcomes will be outlined critical push and pull factors affecting m a activity in north america will be analysed using pfizer and pharmacia as an example in addition general reasons for m a

failure in the pharmaceutical industry will be illustrated focussing on the m a activity of glaxosmithkline finally using two global pharmaceutical players gsk and astrazeneca the merits and demerits of the mckinsey s five step programme will be discussed

this research of corporate strategy analysis implements comparative analysis and benchmarking to analyse and examine the corporate strategy of the pharmaceutical sectors of 4 international pharmaceutical companies this research adopts the hybrid approach of combining qualitative and quantitative methods in a two stages research design quantitative method is applied first to deal with the comparative figures and then qualitative method is used to find out the problem the design of this multiple research includes three phases data collection analysis and reporting the findings of this research can be divided into 4 parts r d marketing technology alliances strategic acquisitions and merger and manufacturing the drug innovative projects are recommended being developed within the company s familiar therapeutic areas in order to take its marketing advantage through this comparative analysis some of this type of problems of these international pharmaceutical companies is identified a big pharmaceutical company forming alliances with some small biotechnology companies has become a trend within pharmaceutical industry since 1980s for pharmaceutical companies to take advantage of r d through biotechnology is the main purpose of alliances with small biotechnology companies it is important to note that most pharmaceutical acquisitions belong to the type of absorption with high resource transferring and low autonomy due to the high profit margin and the essential importance of r d and marketing the operation management of manufacturing of pharmaceutical industry is relatively poor the low asset utilisation rate pointed out this problem academic researches have revealed that existing theories of operation management of manufacturing such as action research set up reduction teamwork continuous improvement collaboration and involvement are applicable and beneficial to pharmaceutical industry rather than waiting for the technology breakthroughs

provides a comprehensive study of pharmaceuticals one of the most profitable and dynamic industries in the world the text should be of interest to government officials and

representatives of special interest groups concerned with health care public policy and policy related issues

our daily meds shows how corporate salesmanship has triumphed over science inside the biggest pharmaceutical companies and in turn how this promotion driven industry has taken over the practice of medicine

pharmaceutical innovation is like gambling at roulette only the stakes are higher considerably higher since the most recent estimates put the costs of drug development at us 800 million to us 1 billion per drug this is equivalent to the price tag of the empire state building when it was for sale a few years ago in 2001 the major us and european pharmaceutical companies invested more than us 30 billion in r d at a higher r d to sales ratio than virtually any other industry including chemicals auto mobiles electronics aerospace and computers delivering a blockbuster drug is the holy grail for any pharmaceutical company but in the last decade the rules of developing blockbusters seem to have changed on the one hand more sophisticated screening technologies genetic engineering and expanding networks with biotechnology companies increase the probability of commercial success critical success factors include the discovery phase and a stronger outside in orientation in the early innovation phase after the implosion of the high tech stock market biotechnology and other technology driven opportunities may have lost some of their attractiveness for big pharma a pipeline of solid and predictable innovations seems to be the highest goal of most pharmaceutical companies again on the other hand despite significant investments in pipeline management and novel technologies there is still no recipe for ensuring a blockbuster hit

blending the authors considerable experiences with those of interviewees and with their retrospective and forward looking perspectives this volume explains how to apply knowledge management in a variety of environments in order to achieve improved efficiency better decision making and enhanced innovation this is achieved by exploring knowledge management tools and techniques within the changing landscape of the pharmaceutical industry

pharmaceutical industries pharmaceuticals research and development trade trends developed countries developing countries impact on health services diagrams graphs statistical tables

as one of the most massive and successful business sectors the pharmaceutical industry is a potent force for good in the community yet its behaviour is frequently questioned could it serve society at large better than it has done in the recent past its own internal ethics both in business and science may need a careful reappraisal as may the extent to which the law administrative civil and criminal succeeds in guiding and where necessary constraining it the rules of behavior that may be considered to apply to today s pharmaceutical industry have emerged over a very long period and the process goes on even the immensely detailed standards for quality safety and efficacy laid down in drug law and regulation during the second half of the twentieth century have their limitations as tools for ensuring that the public interest is well served in particular national and regional regulatory agencies are heavily dependent on industrial data for their decision making their standards and competence vary and even the existing network of agencies does not cover the entire world what is more there are many areas of law and regulation affecting the industry concerning for example the pricing of medicines the conduct of clinical studies the health protection of workers and concern for the environment in some fields it is indeed hardly possible to maintain standards through regulation professor n m graham dukes a physician and lawyer with long term experience in industrial research management academic study and international drug policy provides here a powerfully documented analysis into the way this industry thinks acts and is viewed and examines the current trends pointing to change provides a balanced picture of the current role of the pharmaceutical industry in society includes indices of conventions laws and regulations as well as judicial and disciplinary cases this is the only book addressing the legal implications of big pharma activities and ethical standards

Pharmaceutical Companies Really

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