

ELEMENTS OF PHARMACEUTICAL PRICING



E. M. (MICK) KOLASSA

Elements Of Pharmaceutical Pricing

Mickey Smith



Elements Of Pharmaceutical Pricing:

Elements of Pharmaceutical Pricing E. M. (Mick) Kolassa, 1997-09-19 *Elements of Pharmaceutical Pricing* shows account managers product managers marketing researchers and other practitioners in the pharmaceutical industry how to improve your marketing and pricing skills By describing the process for reaching pricing decisions and clarifying the environment of pharmaceutical marketing this book demystifies the area of pharmaceutical pricing and shows how to use prices to capture the value of products instead of lowering their value Recent pharmaceutical pricing decisions have reflected uninformed emotional and short term thinking *Elements of Pharmaceutical Pricing* shows you how to avoid these kinds of decisions helping you refine your pricing skills and increase your firm s profitability by showing you how to determine the value of a pharmaceutical product outlining a pricing philosophy that addresses the politics and problems you ll encounter tracing the pricing research process examining the role of price in the decision to purchase prescribe or use pharmaceuticals addressing the challenges facing the industry in the future As Dr Kolassa explains in the Foreword *Elements of Pharmaceutical Pricing* aims to help create within pharmaceutical firms and the industry something that has been long overdue the ability to price on purpose to make pricing decisions that are less emotional and more informed This volume does not contain all the answers but I believe it does pose many of the right questions to help those charged with pricing to make informed decisions to understand the likely implications of their pricing actions before taking them This information should lead to better more profitable pricing in the industry

Elements of Pharmaceutical Pricing E. M. Kolassa, 1997 *Elements of Pharmaceutical Pricing* shows account managers product managers marketing researchers and other practitioners in the pharmaceutical industry how to improve your marketing and pricing skills By describing the process for reaching pricing decisions and clarifying the environment of pharmaceutical marketing this book demystifies the area of pharmaceutical pricing and shows how to use prices to capture the value of products instead of lowering their value Recent pharmaceutical pricing decisions have reflected uninformed emotional and short term thinking *Elements of Pharmaceutical Pricing* shows you how to avoid these kinds of decisions helping you refine your pricing skills and increase your firm s profitability by showing you how to determine the value of a pharmaceutical product outlining a pricing philosophy that addresses the politics and problems you ll encounter tracing the pricing research process examining the role of price in the decision to purchase prescribe or use pharmaceuticals addressing the challenges facing the industry in the future As Dr Kolassa explains in the Foreword *Elements of Pharmaceutical Pricing* aims to help create within pharmaceutical firms and the industry something that has been long overdue the ability to price on purpose to make pricing decisions that are less emotional and more informed This volume does not contain all the answers but I believe it does pose many of the right questions to help those charged with pricing to make informed decisions to understand the likely implications of their pricing actions before taking them This information should lead to better more profitable pricing in the industry

PRICING Prices

of reimbursed drugs, negotiations and risk sharing , **Handbook of Pricing Research in Marketing** Vithala R. Rao, 2009

Pricing is an essential aspect of the marketing mix for brands and products. Further pricing research in marketing is interdisciplinary, utilizing economic and psychological concepts with special emphasis on measurement and estimation. This unique Handbook provides current knowledge of pricing in a single authoritative volume and brings together new cutting edge research by established marketing scholars on a range of topics in the area. The environment in which pricing decisions and transactions are implemented has changed dramatically, mainly due to the advent of the Internet and the practices of advance selling and yield management. Over the years, marketing scholars have incorporated developments in game theory and microeconomics, behavioral decision theory, psychological and social dimensions, and newer market mechanisms of auctions in their contributions to pricing research. These chapters, specifically written for this Handbook, cover these various developments and concepts as applied to tackling pricing problems. Academics and doctoral students in marketing and applied economics, as well as pricing-focused business practitioners and consultants, will appreciate the state-of-the-art research herein.

The Oxford Handbook of the Economics of the Biopharmaceutical Industry Patricia M. Danzon, Sean Nicholson, 2012-04-12

The biopharmaceutical industry has been a major driver of technological change in health care, producing unprecedented benefits for patients, cost challenges for payers, and profits for shareholders. As consumers and companies benefit from access to new drugs, policymakers around the globe seek mechanisms to control prices and expenditures commensurate with value. More recently, the 1990s productivity boom of new products has turned into a productivity bust with fewer and more modest innovations and flat or declining revenues for innovative firms as generics replace their former blockbuster products. This timely volume examines the economics of the biopharmaceutical industry with eighteen chapters by leading academic health economists. Part one examines the economics of biopharmaceutical innovation, including determinants of the costs and returns to new drug development, how capital markets finance R&D, the effects of safety and efficacy regulation by the Food and Drug Administration (FDA) and of price and reimbursement regulation on incentives for innovation, and the role of patents and regulatory exclusivities. Part two examines the market for biopharmaceuticals with chapters on prices and reimbursement in the US, the EU, and other industrialized countries, and in developing countries. It looks at the optimal design of insurance for drugs and the effects of cost sharing on spending and on health outcomes, how to measure the value of pharmaceuticals using pharmacoeconomics, including theory, practical challenges, and policy issues, how to measure pharmaceutical price growth over time, and recent evidence, empirical evidence on the value of pharmaceuticals in terms of health outcomes, promotion of pharmaceuticals to physicians and consumers, the economics of vaccines, and a review of the evidence on effects of mergers, acquisitions, and alliances. Each chapter summarizes the latest insights from theory and recent empirical evidence and outlines important unanswered questions and areas for future research. Based on solid economics, it is nevertheless written in terms accessible to the general reader. The book is thus recommended reading.

for academic economists and non economists and for those in industry and policy who wish to understand the economics of this fascinating industry **Government, Big Pharma, and The People** Mickey Smith, 2020-12-02 Pharmaceuticals constitute a relatively small share of the total Health Care expenditure in most developed economies and yet they play a critical role in the ongoing debate over how best to advance improve and afford Health Care Despite this and perhaps because of this the industry has had for many years an outsized claim to fame and controversy praise and criticisms and support and condemnation Unfortunately many participants in the debate do not fully understand the complexities of the industry and its role in the overall Health Care system The analytical tools of economics provide a strong foundation for a better understanding of the dynamics of the pharmaceutical industry its contribution to Health and Health Care and its dual and often conflicting priorities of affordability and innovation as well as the various Private and Public Policy initiatives directed at the sector Everyone is affected by Big Pharma and the products they produce At the Drug store the physician's office in front of the television in everyday conversations Drugs are a part of our lives Society shapes our values toward Drugs and Drugs shape society The Pill and minor tranquilizers are good examples And of course the way Congress deliberates and Big Pharma responds has a huge impact on how Drugs affect our lives This book is well researched on the subject of the pharmaceutical industry its struggles with Government and its relationship to the consumer from the early twentieth century until the present The Dynamic Tension between the three participants Government Big Pharma and the People is described and explained to lead to an understanding of the controversies that rage today The author describes how the Government its many investigatory efforts and the ultimate legislative results affect the industry and the consequences of their activities are explored in light of their effects on other players including the patients and consumers who rely on both Government and Big Pharma for their well being and who find sometimes unexpected consequences while giving special attention to the attitudes beliefs and misadventures of less than optimal Drug use Stakeholders are identified with physicians as a major focus as well as describing the significance of prescriptions as social objects and the processes by which physicians make choices on behalf of their patients The author ties it all together with how Big Pharma affects and is affected by each of these groups The author utilizes his 50 plus years experience as an academic practicing pharmacist and Big Pharma employee to describe the scope of the pharmaceutical industry and how it affects us on a daily basis concluding with an inside look at Big Pharma and how regulations marketing and the press have affected their business both good and bad

Toward a Healthcare Strategy for Canadians A. Scott Carson, Jeffrey Dixon, Kim Richard Nossal, 2015-05-01 While Canadians are proud of their healthcare system the reality is that it is fragmented and disorganized Instead of a pan Canadian system it is a system of systems thirteen provincial and territorial systems and a federal system As a result Canadian healthcare has not only become one of the costliest in the world but is falling well behind many developed countries in terms of quality Canadians increasingly realize that their healthcare system is no longer fiscally sustainable yet

change remains elusive The standard claim is that Canada s multijurisdictional approach makes system wide reform nearly impossible Toward a Healthcare Strategy for Canadians disputes this reasoning making the case for a comprehensive system wide made in Canada healthcare strategy It looks at the mechanics of change and suggests ways in which the various participants in the system governments healthcare professionals the private sector and patients can work collaboratively to transform a second rate system Addressing critical issues of health human resources electronic health records integrated care and pharmacare Toward a Healthcare Strategy for Canadians shows how a system wide strategic approach to this crucial policy area can make a difference in Canada s healthcare system in the future

Marketing to Pharmacists Benjamin F Banahan,2020-07-24 Marketing to Pharmacists Understanding Their Role and Influence will help pharmaceutical marketers better understand pharmaceutical practice in order to develop better relationships with pharmacists and effectively market products This book examines important trends in pharmaceutical health care including patient education and compliance quality of life assessment disease management and cost containment strategies that assist pharmacists in providing better care to patients which results in increased sales for your business From Marketing to Pharmacists you ll learn how pharmacists influence product selection monitor drug therapy and serve as a primary source of patient education in order for you to create successful marketing strategies for your company Recognizing that cost control is a key goal for all members of the health care system Marketing to Pharmacists provides you with advice and strategies that emphasize working together with pharmacists This will help you determine demand for a specific product so you can devise your own marketing strategies to meet the needs of both the pharmacist and patient With Marketing to Pharmacists you ll improve your marketing skills by using innovative techniques and suggestions including understanding pharmacists influence in prescription product selection to help develop effective marketing strategies asking for pharmacists assistance in designing care management programs participating in the development and negotiation of care management contracts and offering knowledge as pharmacotherapeutic experts to emphasize patient advocacy and accessibility to patients understanding the dimensions of the quality of life and other aspects of pharmaceutical care to design effective sales tactics to pharmacists communicating with pharmacists to learn about the needs of certain patients in order to create effective marketing strategies that will lessen the occurrence of unclaimed prescriptions and decrease the loss of revenue to pharmaceutical companies developing a positive relationship between pharmacists and pharmaceutical companies by displaying genuine customer interest providing pharmacists with useful and accurate information about products and establishing ethical guidelinesContaining charts tables and graphs to give you a comprehensive look at techniques and data Marketing to Pharmacists will help you create marketing strategies that will successfully meet the needs of your customers and result in economic benefits for your company

Formulating and Implementing Pharmaceutical Pricing Policies Zaheer-Ud-Din Babar,2025-08-01 Provides readers with a framework to understand and analyze several medicine pricing

policies Through case studies from countries across geographies and income tiers this book explores the challenges and opportunities related to price control experiences Studying global policies this book discusses approaches strategies and the underlying pharmaceutical pricing practices used to provide advice for formulating highly effective policies Alongside the cases this book covers appropriate research methods for pricing analysis the essential components of pricing policy data quality and the generic structure of a pharmaceutical pricing policy Covers the most updated pricing material on the drug pricing control policies Demonstrates in real terms how a medicine pricing policy is formed in a country Discusses the empiric basis of forming a medicines pricing policy

Towards continued and affordable accessibility of innovative drugs: Sustainable development and efficient use of medicines Sahar Barjesteh Van Waalwijk Van

Doorn-Khosrovani, Rob ter Heine, Atse Huisman, Denise Van Den Berg, Bettina Ryll, Maria Judit Molnar, Saco De

Visser, 2024-11-21 The rising costs of medicines is a major burden for healthcare systems and is already limiting access to innovative treatments worldwide Governments healthcare providers and payers constantly try to improve the sustainability of drug development production pricing and use of medicines The aim of this research topic is to identify strategies and policies that can facilitate sustainable development and use of medicines as well as practical solutions to improve their cost effectiveness For this topic we are also interested in alternative pricing strategies and financial arrangements requisite changes in regulatory and legal frameworks to support sustainability the potential role of registries real world evidence and biomarker development for clinical daily use The submissions Original research Reviews Mini reviews Perspectives Clinical Studies may refer to but are not limited to manuscripts involving 1 Dose rounding dose banding or vial sharing to minimise the wasting of expensive medicines 2 Alternative dosing strategies such as tapering and or increasing the dose interval or shortening treatment duration 3 Boosting potency of drugs 4 The use of predictive biomarkers that can prevent misprescribing and overuse of therapies 5 Extrapolation of one of the strategies mentioned above 1 4 to other disease areas We are also especially interested in disease agnostic studies and approaches 6 Alternative pricing strategies and financial arrangements 7 Role of registries and real world evidence in sustainable drugs use and development 8 Improvement of regulatory and legal frameworks and policies for sustainable medicine development 9 Addressing cost effectiveness of medicines by efficient use of resources and improving processes 10 Sustainable development of medicines through Public private partnerships 11 Development of biomarkers for selection and monitoring of patients and therapies to ensure optimal personalised treatments 12 Addressing our conflicting interests a substantial part of pharmaceutical companies is owned by public or semi public investors pension funds state owned banks etc As pension plan contributors and tax payers we benefit directly from the high prices of medicines while at the same time access to the same medicines can be denied to us How can we reshape the system

Pharmacy Business Management Steven B. Kayne, 2005 Although pharmacy students and pharmacists receive considerable training and guidance on pharmacy practice relatively little published information is

available on business management specifically relevant to pharmacy This new text provides a comprehensive introduction to the fundamentals of business management and will help guide both potential and practising pharmacists pharmacy owners branch managers and students through the many pitfalls of running a successful pharmacy A series of case studies serves to illustrate how material may be applied in practice **Jonas and Kovner's Health Care Delivery in the United States**

Anthony R. Kovner, Steven Jonas, 2002 Thoroughly presents today's health care system its administration and its dissemination *Pharmaceutical Prices in the 21st Century* Zaheer-Ud-Din Babar, 2014-12-05 This book provides an

overview of the global pharmaceutical pricing policies Medicines use is increasing globally with the increase in resistant microbes emergence of new treatments and because of awareness among consumers This has resulted in increased drug expenditures globally As the pharmaceutical market is expanding a variety of pharmaceutical pricing strategies and policies have been employed by drug companies state organizations and pharmaceutical pricing authorities **OECD Health Policy**

Studies Pharmaceutical Innovation and Access to Medicines OECD, 2018-11-29 This report reviews the important role of medicines in health systems describes recent trends in pharmaceutical expenditure and financing and summarises the approaches used by OECD countries to determine coverage and pricing *2017 CFR Annual Print Title 42 Public Health*

Parts 1 to 399 Office of The Federal Register, 2017-07-01 **Encyclopedia of Pharmacy Practice and Clinical Pharmacy**

, 2019-06-28 Encyclopedia of Pharmacy Practice and Clinical Pharmacy Three Volume Set covers definitions concepts methods theories and applications of clinical pharmacy and pharmacy practice It highlights why and how this field has a significant impact on healthcare The work brings baseline knowledge along with the latest most cutting edge research In addition new treatments algorithms standard treatment guidelines and pharmacotherapies regarding diseases and disorders are also covered The book's main focus lies on the pharmacy practice side covering pharmacy practice research pharmacovigilance pharmacoeconomics social and administrative pharmacy public health pharmacy pharmaceutical systems research the future of pharmacy and new interventional models of pharmaceutical care By providing concise expositions on a broad range of topics this book is an excellent resource for those seeking information beyond their specific areas of expertise This outstanding reference is essential for anyone involved in the study of pharmacy practice Provides a one stop resource for access to information written by world leading scholars in the field Meticulously organized with articles split into three clear sections it is the ideal resource for students researchers and professionals to find relevant information Contains concise and accessible chapters that are ideal as an authoritative introduction for non specialists and readers from the undergraduate level upwards Includes multimedia options such as hyperlinked references and further readings cross references and videos **Current Issues in Health Economics** Daniel Slottje, Rusty Tchernis, 2010-12-15 Presents research on some of these key issues such as the impact of obesity on health children's healthcare policies education and health and many more Practical Process Research and Development Neal G. Anderson, 2000-06-05 This book provides a

comprehensive step by step approach to organic process research and development in the pharmaceutical fine chemical and agricultural chemical industries Process R optimising catalytic reactions chiral syntheses and green chemistry Practical Process Research and Development will be a valuable resource for researchers managers and graduate students Provides insights into generating rugged practical cost effective processes for the chemical preparation of small molecules Breaks down process optimization into route reagent and solvent selection development of reaction conditions workup crystallizations and more Includes over 100 tips for rapid process development Presents guidelines for implementing and troubleshooting processes

Title 42 Public Health Parts 1 to 399 (Revised as of October 1, 2013) Office of The Federal Register, Enhanced by IntraWEB, LLC, 2013-10-01 42 CFR Public Health A to Z of Pharmaceutical Marketing Worlds

Volume 1 Subba Rao Chaganti, 2024-05-08 Unveiling the Alchemy of Pharma Marketing Why You Need the A to Z of Pharmaceutical Marketing the World's First and Only Encyclopedia Pharma marketing thrives in a complex ecosystem demanding constant navigation through scientific frontiers regulatory labyrinths and stakeholder whisperings In this intricate dance knowledge is your elixir and the A to Z of Pharmaceutical Marketing is your alchemist's handbook Here's why it is indispensable for every pharma marketer

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