# Inside Life Sciences

## Course Objectives

1. Name customers served by the life sciences industry
2. Identify different types of life sciences companies
3. Recall life sciences products and services
4. Name the business functions within life sciences companies
5. Recognize important executives
6. Identify the challenges facing the life sciences industry

# Final Test

*Correct answers are in bold.*

## Question #1

Course Objective Met: OBJ5

**Which executive is most likely to have responsibility for sales and marketing? Select the best answer.**

Chief Compliance Officer

EVP, Manufacturing

**President of a Business Unit**

President of Research & Development

## Question #2

Course Objective Met: OBJ1

**Which industry participants are customers of pharmaceutical companies? Select all that apply.**

**Health care payers**

**Health care providers**

**Patients**

Life science services companies

## Question #3

Course Objective Met: OBJ3

**Which type of drugs are manufactured from chemical components? Select the correct answer.**

* Biologics
* Branded drugs
* **Synthetic drugs**
* Vaccines

## Question #4

Course Objective Met: OBJ6

**What is the name of the emerging field that involves correcting or replacing defective genes? Select the correct answer.**

* Precision medicine
* **Gene therapy**
* Genetic testing
* Immunotherapy

## Question #5

Course Objective Met: OBJ2

**Which are considered pharmaceutical companies? Select all that apply:**

* + **Companies that focus primarily on discovering, developing and manufacturing drugs**
  + **Companies that manufacture generic drugs**
  + Companies that focus on biomedical and clinical research
  + Companies that offer software used to manage testing data

## Question #6

Course Objective Met: OBJ3

**Which type of drugs are manufactured and sold without patent protection? Select the correct answer.**

* Blockbusters
* Off-patent drugs
* Branded drugs
* **Generics**

## Question #7

Course Objective Met: OBJ2

**Which products and services do life sciences services companies provide? Select all that apply.**

* **Scientific equipment and instruments used for research and testing**
* **Ongoing supplies used by the industry**
* **Software used to analyze and manage testing data**
* Product monitoring and recall management

## Question #8

Course Objective Met: OBJ4

**What are the responsibilities of the EVP of Supply Chain Management? Select all that apply.**

* **Manages procurement activities**
* **Oversees supply chains**
* Supervises R&D of drugs
* Manages product lines

## Question #9

Course Objective Met: OBJ6

**Which term describes the current situation facing many biopharma companies in which the patents on many blockbuster drugs have recently expired or are scheduled to expire within the next few years? Select the correct answer.**

* **The patent cliff**
* The patent roadblock
* The pipeline drop
* The pipeline leak

## Question #10

Course Objective Met: OBJ2

**Which type of life sciences company uses biotechnology to develop and manufacture products? Select the correct answer.**

* Bioscience companies
* **Biotech firms**
* Life sciences services companies
* Distributors