



An Initiative By Sandeep Kumar Soni

TOPIC

100 Interview Qu. - Ans Short Notes

Qu.01- Why Pharma Marketing?

Answer: Pharma Marketing Having following Benefits

- 1- Pharma Industry Continuously Growing So Job Opportunities Will More.
- 2- Medicines are essential for our Life Living & in Future modernization may causes a no. of diseases so pharma industry continue growing future also So Jobs in Pharma will also secure.
- 3- Pharma Industry shows Growth in Pandemic like situations and In World Financial Crises so in Future My Job with Pharma will Secure if any financial Crises occur.
- 4- Multiple Growth Opportunities in Pharma Marketing like GM, PMT, HR, International Business handling & many more.
- 5- Meet Fixed No. Of well-educated Customers So my knowledge also grows, but in other sector customers may illiterate and after many time promotions they may abuse me or Not taking my call and customer also unknown.

Question 02: What is the role of MR (Job Profile of Medical Representative)?

Answer: The role of medical representative is to generate prescription by effective detailing of company products to Dr. and check the availability of products at nearby chemist and wholesale stockiest.

Visit all listed customer, promote products and Achieve assign goal.

Question 03-Tell me about your strengths and weakness

Answer: Sir my strength is

- 1-Good planner and problem solver
- 2-ability to build long term relationship
- 3-Always positive towards goal
- 4-Good learner and applier

Weakness 1-Some time I am procrastinating 2- I guess I am over cautious
3-1 am too trusty 4-Always attention to detail 5-Over delegate sometime

Question 04: Why are you come in pharma marketing field?

Ans: I have love to travel, meeting people and interact with them. Sales promotion is a challenging and passionate job and a huge opportunity to learn and grow. Sale is the key of every business.

I will learn a lot here & Grow myself from MR to Company MD.

Question 05: Why we select you?

Answer: Sir, I am qualified person for this job and as per requirement of this vacancy, my strength is matches with this job requirement, So I use my strength for further growth of company and myself also.

Question 07: What is the difference between salesman and MR job?

Answer: You can answer this question easily.

Sir in another sales marketing job, customer will be unknown.

It might be illiterate and how they react I Don't know but in pharma marketing I will meet a fixed no of known qualified and knowledge full person Doctor that will add some value in my life.

So, my growth and development will more as compared to other field and doing sales also easy compare to other marketing sector.

Question 08: What is your favorite subject?

Answer: In this question friends tell prepared subjects name because interviewer ask more from subject like if I will say biology the interviewer immediately ask what is digestive system or tell me functions of blood or what is cardiovascular system etc.

Question 09: How long do you think you will stay With Company?

Answer: Sir, as you know that there are two types of satisfaction in life one is job satisfaction another which is necessary evil of life is monetary satisfaction. When these two satisfactions move parallel there is no matter of change. As long as I am growing professionally there is no reason for me to take a move. Also I don't want to become at rolling Stone in my life.

Question 10: Can you work in anywhere in India?

Answer: Friends always positive for location because if you love location and comfort in life then you never grow. So as always say "Yes" for working and also add I want to grow, so location does not matter for me.

Question 11: In Pharma a lot of sales pressure, how can you work?

Answer: Sir, usually I find it motivation for doing something better than last, I believe in planning my activities & utilizing properly my time to reduce deadline within my area of responsibility. So, I will achieve things in better way.

Question 12: What can you do for us that someone else can't do?

Answer: You can say - Sir Although I can't judge others but I can assure you that I will do my work with full enthusiasm and determination. I want a chance to be creative to do a job that gives me stimulation and satisfaction. I understand, we are in business to make a profit. So I always keep on eyes on cost & return.

Question 13: What is your expectation of salary to become happy?

Answer: Sir, I am not depending upon money to make me happy. What make me happy is having satisfying job that provides challenging and new opportunity and Every time my senior guide me for facing such type of challenge, So I will develop myself.

Question 15: How much do you know about Company?

Answer: Friends believe in professional things and know your job well and do it same in professional manner. You may know following things before going to interview

- 1-Type of Organization and its function
- 2-Mission and Goal
- 3-Products and Services
- 4-Division and subsidiaries
- 5-Position description and career path
- 6-Annual turnover
- 7-Top brands of Company
- 8- Name of the Company Chairman or MD
- 9-etc

Question 16: Why do you want to work in this company?

Answer: Friends, do survey on company and make a note.

You should reply with company attributes as you see them. You can say –

I am not looking for just salary. I enjoy my work & proud my profession. Your company provide superior products and having good market reputation. So, it is best for me to develop my carrier and give better shape with this type of reputed company and add one good thing in my life.

Question 17: What is confidence?

Answer: Confidence is the general sense of adequacy (Internal Energy) which is likely to contribute to person effectiveness in working for a task-related goal.

Question 18: What is Success?

Answer: Success is a type of game the more we play the more we win and the more we win the more successfully we will play. It is based on imagination plus ambition & the will to work.

Question 19: What is selling?

Answer: Selling is a determination of customer needs and the presentation of products benefits to meet those needs.

Selling need following things

- 1) Skill- Your selling tool
- 2) Customer Signal- Capture message that your customer transmits
- 3) Strategy-Your Plan for using your skill
- 4) Action-Do whatever you plan to convert for your products

Question 20: How you can convince a Dr. to prescribe you Brand?

Answer: To convince a Dr. to switch on to your brand is most challenging task especially if he is happy with his current brand. You may follow following steps to convert them

- 1) Gain complete knowledge of product & Dr. Prescribing Brand (Competitor knowledge). Focus one brand first.
- 2) Make Presence by Call and follow up reminder.
- 3) Detail product with references, clinical trials etc.
- 4) Share unique selling point (USP) of brand with comparison with competitor brands.
- 5) Gain Dr. trust on brand and ask for prescription

Question 21: How you will manage a performing territory?

Answer: Sir, 80% business comes from 20% of Drs. for a given territory. If i got a chance then my 1st approach should be

- 1) Analyze and search the customer who was giving maximum business. Make a list of prescriber Drs by chemist survey & check current status.
- 2) Gather all the data of sales and make a plan to follow up the Dr. and maintain the sale of territory.
- 3) Make new prescriber to hit the budget.

Question 22: Why have you unemployed for such a long time?

Answer: Sir, I enroll myself for some advanced personality development course with some freelancing work. After that you can say truth whatever you do in free time.

Question 23: How do you see yourself in 5 year from now

Answer: I see myself in a senior position (mention post name) managing important portfolio of this company.

Question 24: Do you have any question for us?

Answer: If you have any doubt then ask otherwise say, When I join the company Sir?

Question 25: What is your expectation from your seniors?

Answer: My expectation from my seniors is

- 1) Provide me all amenities and tools required for job.
- 2) Give me knowledge & tips to Increase my sale.
- 3) Assess my potential & set realistic goal.
- 4) Who support & use my knowledge and his knowledge to bring synergistic result.

Question 26: A lot of stockiest issue in territory need experience candidate to handle this situation, you are fresher and can't handle?

Answer: I understand your concern Sir, I just highlight one thing. Wholesale stockiest is a businessman & need profit. Some differences created due to reduction in profit against inventory.

Sir gives me a chance to handle the situation. I use my interpersonal behavior skill to resolve the problem and make profitable business for stockiest and company both.

Question 27: What skills & qualities would you look in a Medical Representative?

Answer: Following qualities must have in MR

- 1) Excellent product knowledge
- 2) Excellent Communication Skills
- 3) Good networking and Research skills
- 4) Positive Attitude
- 5) High level of Energy

Question 28: How can I trust you; you will do better than others?

Answer: Sir although, I can't judge others, this is not my habit so I can't say anything but I can assure you that I will do my work with full enthusiasm and determination. I want a chance to give my best to satisfying the company need.

Question 29: Which personality do you like most and why?

Answer: Know some good personalities like Bill Gates, Abraham Lincoln, Amitabh Bachchan or APJ Abdul Kalam etc. before going to interview.

One Example of Bill Gates

Full Name- William Henry Gates Born- 28th Oct 1955 at age of 13 Gates started programming computers 1975- Gates found Microsoft 994 Gates marriage To Melinda French on New Year Day 95-His First book "The Road Ahead" is published

Question 30: What are common things put in mind when going for interview?

Answer:

- ❖ Dress-Formal Regular Pant & shirt
- ❖ Black shoes and socks color as per pant color
- ❖ Tie and Black Belt
- ❖ Proper Shaving and hair Cut (Well Groomed)
- ❖ Two Copy of resume
- ❖ Two Color Photo with tie
- ❖ Xerox copy of Original documents
- ❖ Reach 30 min before interview time

❖ Well confident whatever you learn

Question 31: What is the pharmacology

Answer: Pharmacology is the branch of science that deals with study of drugs and their action on living system. i.e. The study of "How drug work in the body" (some time referred as drug action).

Question 32: What is the pharmacodynamic & Pharmacokinetic?

Answer: *Pharmacodynamic*-Pharmacodynamic is the study of the biochemical, physiological and molecular effect of drugs on the body.

Pharmacokinetic-Pharmacokinetic is the study of the movement of drugs into, through and out of body. Also called ADME of drug A=Absorption

D-Distribution

M=Metabolism

E=Excretion

Question 33. What is the half life?

Answer. The half-life($t_{1/2}$) of a drug is the time taken for the blood plasma concentration of a drug to reduced to half its original value.

Half life is used to estimate how long it takes for a drug to be removed from your body.

Question 34. What is the bioavailability?

Answer: Drug bioavailability is the fraction of the administered dose of drug that reaches the systemic circulation.

Question 35: What is the drug?

Answer: A drug is a chemical substance typically of know structure, which when administered to a living organism, produce a biological effect.

Question 36. What is the medicine?

Answer: Medicine is a chemical substance used to treat, cure, prevent or diagnose or to promote wellbeing.

Question 37. What is the lethal dose?

Answer: Lethal dose (expressed as LD₅₀, the estimated dose required to kill 50% of a group of experimental animals) has been largely abandoned as a useful measure of toxicity.

Question 38. What the Cmax and Tmax?

Answer: *Cmax*- Cmax is the maximum serum concentration that a drug achieve in a specified compartment or test area of the body after the drug has been administered and before the administration of a second dose. It is a standard measurement on pharmacokinetics.

Tmax- The amount of time that a drug is present at the maximum concentration in serum means time taken to reach Cmax called Tmax.

Question 39. What is the difference between medicine and Drug

Answer- Any chemical compound either synthesized in laboratory or of plant, animal or marine origin which is intended to bring change in normal physiological functions of body are termed as drugs

Drug is a compound which when intended for medical use is called as medicine.

And medicine is anything that has beneficial effect for improvement of health condition.

Question 40. What is the Therapeutic Window?

Answer: The therapeutic window of a drug is the range of drug dosage which can treat disease effectively without having toxic effect.

Question 41: WHAT IS THE THERAPEUTIC INDEX?

Answer: The Therapeutic Index is a quantitative measurement of the relative safety of a drug. It is comparison of the amount of a therapeutic agent that causes the therapeutic effect to the amount that cause toxicity.

Therapeutic Index-TD50/ED50

TD=Toxic Dose ED-Effective Dose

Question 42: What is the Dose?

Answer: A specific amount of drug prescribed to be taken at one time.

Question 43: What is the Potency?

Answer: It is an expression of the activity of a drug in terms of the concentration or amount of the drug required to produce a defined effect.

Question 44: What is the meaning of efficacy?

Answer: Efficacy means ability or power to produce desired effect.

Clinical efficacy judges the therapeutic effectiveness of the drug in human.

Question 45: What is the meaning of AUC?

Answer: It denotes the area under the blood plasma concentration time curve, means the time at which the drug is available in the circulation,

Question 46: What is the meaning of Blood Brain Barrier?

Answer: It is a tight endothelial cell of the brain capillaries and glial cells of the brain.

Blood-Brain Barrier (BBB) is a selectively permeable membrane regulates the passage of a multitude of large and small molecules into the microenvironment of the neurons. It achieves this feat by with the aid of multiple cellular transport channels scattered along the membrane.

These include:

1. Amino acid transporters
2. Glucose transporter 1 (GLUT1)
3. Nucleoside & nucleotide transporters
4. Monocarboxylate transporters (MCT1 and MCT2)
5. Ion transporters (Na⁺/K⁺-ATPase pumps) that facilitate the transport of essential molecules into the brain.

In addition to facilitating the uptake of amino acids, the amino acid transporters may inadvertently transport undesirable heavy metals into the brain's immediate environment. Consequently, at high enough concentrations, this will result in neurotoxicity. GLUT1 and the MCT transporters carry glucose, and lactate and ketones, respectively

Question 47: What is a receptor?

Answer: A receptor is an area on the cell at which the drug acts. Every drug act by binding at a particular site (receptor) on the cell.

Question 48: What is Agonist & Antagonist?

Answer: Agonist-A drug which has same structural similarity to receptor and has high intrinsic activity which brings about pharmacological action.

Antagonist- A drug which has same structural similarity to receptor but has no intrinsic activity and thus can't produce pharmacological action.

Question 49: What is the NSAIDs?

Answer: It is a Non-steroidal Anti- inflammatory Drugs (NSAIDS), It blocks the COX (Cyclooxygenase) enzyme and reduce prostaglandins (PG) throughout the body. It uses in pain, fever & reduced inflammation. E.g.- Aspirin, Diclofenac, Paracetamol etc.

Question 50: What is Fever?

Answer: An abnormally increase in average body temp of 98.6 F (37 C) called fever.

Question 51: what are antibiotics?

Answer: Antibiotics, also known as antibacterial, are medications that destroy or slow down the growth of bacteria. They include a range of powerful drugs and are used to treat diseases caused by bacteria.

Antibiotics cannot treat viral infections, such as cold, flu, and most coughs

Question 52: What is classification of Antibiotics?

Answer: Antibiotics are classified several ways.

- On the basis of mechanism of action
- On the basis of spectrum of activity
- On the basis of mode of action

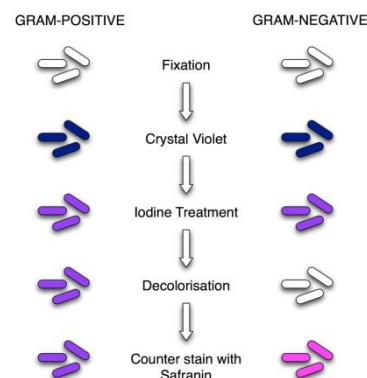
On the basis of Chemical Structure

- *Sulfonamides and related drugs:* Sulfa- diazine and others, Sulfones—Dapsone (DDS), Paraaminosalicylic acid (PAS).
- *Diaminopyrimidines:* Trimethoprim, Pyrimethamine.
- *Quinolones:* Nalidixic acid, Norfloxacin, Ciprofloxacin, Prulifloxacin, etc.
- *β-Lactam antibiotics:* Penicillins, Cepha- losporins, Monobactams, Carbapenems.
- *Tetracyclines:* Oxytetracycline, Doxy- cycline, etc.
- *Nitrobenzene derivative:* Chloramp- henicol.
- *Aminoglycosides:* Streptomycin, Genta- micin, Amikacin, Neomycin, etc.
- *Macrolide antibiotics:* Erythromycin, Clarithromycin, Azithromycin, etc.
- *Lincosamide antibiotics:* Lincomycin, Clindamycin.
- *Glycopeptide antibiotics:* Vancomycin, Teicoplanin.
- *Oxazolidinone:* Linezolid.
- *Polypeptide antibiotics:* Polymyxin-B, Colistin, Bacitracin, Tyrothricin.

- *Nitrofurans derivatives:* Nitrofurantoin, Furazolidone.
- *Nitroimidazoles:* Metronidazole, Tinidazole, etc.
- *Nicotinic acid derivatives:* Isoniazid, Pyrazinamide, Ethionamide.
- *Polyene antibiotics:* Nystatin, Amphotericin-B, Hamycin.
- *Azole derivatives:* Miconazole, Clotrimazole, Ketoconazole, Fluconazole.
- *Others:* Rifampin, Spectinomycin, Sodium fusidate, Cycloserine, Viomycin, Ethambutol, Thiacetazone, Clofazimine, Griseofulvin.

Question 53: What is gram test?

Answer: **Gram stain** or **Gram staining**, also called **Gram's method**, is a method of staining used to distinguish and classify bacterial species into two large groups: **gram-positive** bacteria and **gram-negative** bacteria.



Gram-positive bacteria will appear purple under a microscope and gram-negative bacteria will appear pink.

Question 54: What is cell?

Answer: The **cell** (from Latin *cella*, meaning "small room"^[1]) is the basic structural, functional, and biological unit of all known organisms. A cell is the smallest unit of life. Cells are often called the "building blocks of life".

Question 55: What is tissue?

Answer: Tissues are groups of cells that have a similar structure and act together to perform a specific function. There are four different types of tissues in animals: connective, muscle, nervous, and epithelial.

Question 56: Explain blood and Its function?

Ans- Blood is a specialized body fluid. It has four main components: plasma, red blood cells, white blood cells, and platelets. Blood has many different functions, including:

- transporting oxygen and nutrients to the lungs and tissues
- forming blood clots to prevent excess blood loss
- carrying cells and antibodies that fight infection
- bringing waste products to the kidneys and liver, which filter and clean the blood
- regulating body temperature

Question 57: How many types of blood found in humans?

Answer: A **blood type** (also known as a **blood group**) is a classification of **blood**, based on the presence and absence of antibodies and inherited antigenic substances on the surface of red **blood** cells (RBCs).

Blood is of 4 Types A, B, AB and O

	Group A	Group B	Group AB	Group O
Red blood cell type				
Antibodies in plasma			None	
Antigens in red blood cell	A antigen	B antigen	A and B antigens	None

Question 58: What are the white blood cells?

Answer: **White blood cells** (WBCs), also called leukocytes or leucocytes, are the **cells** of the immune system that are involved in protecting the body against both infectious disease and foreign invaders. All **white blood cells** are produced and derived from multipotent **cells** in the bone marrow known as hematopoietic stem **cells**.

Leukocytes are divided into *granular* and *agranular* based on appearance

- Granular leukocytes (*neutrophils*, *eosinophils*, and *basophils*) contain enzymes and proteins that defend the body against microbes.
- The angular leukocytes (*monocytes* and *lymphocytes*) have a spherical or kidney- shaped nucleus.
- Monocytes can differentiate into *macrophages* that *phagocytize* microbes and stimulate other cells to defend the body.

Question 59: What are amino acids?

Answer: Amino acids are organic compound that contains Amine(-NH₂) & Carboxylic acid(-COOH) functional gp along with a side chain (-R gp) specific to each amino acid.

The key element of an amino acid are carbon(C), Hydrogen (H), Oxygen and Nitrogen.

Question 60: What is hormones?

Answer: Hormones are chemical messenger that are secreted directly into the blood which carries them to organs and tissue of the body to exert their action.

Question 61: What is Enzyme?

Answer: Enzymes are protein molecule in cells which work as biological catalyst. Enzyme speed up chemical reaction in the body but do not get used in the process, therefore can be used over and over again.

Question 62: What are vitamins?

Answer: Vitamins are a group of substances that are needed for normal cell function, growth, and development.

There are 13 essential vitamins. This means that these vitamins are required for the body to work properly. They are:

- ❖ Vitamin A
- ❖ Vitamin C
- ❖ Vitamin D
- ❖ Vitamin E
- ❖ Vitamin K
- ❖ Vitamin B1 (thiamine)
- ❖ Vitamin B2 (riboflavin)
- ❖ Vitamin B3 (niacin)
- ❖ Pantothenic acid (B5)
- ❖ Biotin (B7)
- ❖ Vitamin B6
- ❖ Vitamin B12 (cyanocobalamin)
- ❖ Folate (folic acid and B9)

Vitamins are grouped into two categories:

- ❖ Fat-soluble vitamins are stored in the body's fatty tissue. The four fat-soluble vitamins are vitamins A, D, E, and K. These vitamins are absorbed more easily by the body in the presence of dietary fat.

- ❖ There are nine water-soluble vitamins. They are not stored in the body. Any leftover water-soluble vitamins leave the body through the urine. Although, the body keeps a small reserve of these vitamins, they have to be taken on a regular basis to prevent shortage in the body. Vitamin B12 is the only water-soluble vitamin that can be stored in the liver for many years.
- ❖ Some “vitamin-like factors” are also needed by the body such as:
 - Choline
 - Carnitine

Function-

Each of the vitamins listed below has an important job in the body. A vitamin deficiency occurs when you do not get enough of a certain vitamin. Vitamin deficiency can cause health problems. Not eating enough fruits, vegetables, beans, lentils, whole grains and fortified dairy foods may increase your risk for health problems, including heart disease, cancer, and poor bone health (osteoporosis).

- ❖ Vitamin A helps form and maintain healthy teeth, bones, soft tissue, mucous membranes, and skin.
- ❖ Vitamin B6 is also called pyridoxine. Vitamin B6 helps form red blood cells and maintain brain function. This vitamin also plays an important role in the proteins that are part of many chemical reactions in the body. The more protein you eat the more pyridoxine your body requires.
- ❖ Vitamin B12, like the other B vitamins, is important for metabolism. It also helps form red blood cells and maintain the central nervous system.
- ❖ Vitamin C, also called ascorbic acid, is an antioxidant that promotes healthy teeth and gums. It helps the body absorb iron and maintain healthy tissue. It is also essential for wound healing.
- ❖ Vitamin D is also known as the "sunshine vitamin," since it is made by the body after being in the sun. Ten to 15 minutes of sunshine 3 times a week is enough to produce the body's requirement of vitamin D for most people at most latitudes. People who do not live in sunny places may not make enough vitamin D. It is very hard to get enough vitamin D from food sources alone. Vitamin D helps the body absorb calcium. You need calcium for the normal development and maintenance of healthy teeth and bones. It also helps maintain proper blood levels of calcium and phosphorus.
- ❖ Vitamin E is an antioxidant also known as tocopherol. It helps the body form red blood cells and use vitamin K.
- ❖ Vitamin K is needed because without it, blood would not stick together (coagulate). Some studies suggest that it is important for bone health.
- ❖ Biotin is essential for the metabolism of proteins and carbohydrates, and in the production of hormones and cholesterol.
- ❖ Niacin is a B vitamin that helps maintain healthy skin and nerves. It also has cholesterol-lowering effects at higher doses.
- ❖ Folate works with vitamin B12 to help form red blood cells. It is needed for the production of DNA, which controls tissue growth and cell function. Any woman who is pregnant should be sure to get enough folate. Low levels of folate are linked to birth defects such as spina bifida. Many foods are now fortified with folic acid.
- ❖ Pantothenic acid is essential for the metabolism of food. It also plays a role in the production of hormones and cholesterol.
- ❖ Riboflavin (vitamin B2) works with the other B vitamins. It is important for body growth and the production of red blood cells.

- ❖ Thiamine (vitamin B1) helps the body cells change carbohydrates into energy. Getting enough carbohydrates is very important during pregnancy and breastfeeding. It is also essential for heart function and healthy nerve cells.
- ❖ Choline helps in normal functioning of the brain and nervous system. Lack of choline can cause swelling in liver.
- ❖ Carnitine helps the body to change fatty acids into energy.

Question 63: What are Vitamin Deficiency Disease?

Answer: If you are not absorbing enough vitamins or minerals, you may be low on the following:

- ❖ Fat soluble vitamins, including D, K, A and E
- ❖ Water soluble ones, including C and B (1- thiamin, 12 and folate)
- ❖ Minerals, including selenium, zinc, copper, and iron

Vitamin Deficiencies	
Vitamin A	Visual and skin changes (Loss of Vision)
Vitamin B12	Anemia
Vitamin D	Bone abnormalities (Rickets)
Vitamin E	Neurological problems
Vitamin K	Blood clotting problems
Iron	Anemia

Question 64: What is Cholesterol and Fatty Acid?

Answer: Cholesterol is a type of lipid. It's a waxy, fat-like substance that your liver produces naturally. It's vital for the formation of cell membranes, certain hormones, and vitamin D. But having too much cholesterol in your blood raises your risk of coronary artery disease.

Cholesterol doesn't dissolve in water, so it can't travel through your blood on its own. To help transport cholesterol, your liver produces lipoproteins.

Fatty acid, important component of lipids (fat-soluble components of living cells) in plants, animals, and microorganisms. Generally, a fatty acid consists of a straight chain of an even number of carbon atoms, with hydrogen atoms along the length of the chain and at one end of the chain and a carboxyl group ($-\text{COOH}$) at the other end.

Question 65: What is HDL, LDL VLDL?

Answer: HDL(High Density Lipo-Protein)- High-density lipoprotein (HDL) is sometimes called "good cholesterol." It helps return LDL cholesterol to your liver to be removed from your body. This helps prevent cholesterol plaque from building up in your arteries.

When you have healthy levels of HDL cholesterol, it can help lower your risk of blood clots, heart disease, and stroke

LDL cholesterol, or “bad cholesterol”

Low-density lipoprotein (LDL) is often called “bad cholesterol.” It carries cholesterol to your arteries. If your levels of LDL cholesterol are too high, it can build up on the walls of your arteries.

The buildup is also known as cholesterol plaque. This plaque can narrow your arteries, limit your blood flow, and raise your risk of blood clots. If a blood clot blocks an artery in your heart or brain, it can cause a heart attack or stroke.

VLDL

VLDL stands for very-low-density lipoprotein. Your liver makes VLDL and releases it into your bloodstream. The VLDL particles mainly carry triglycerides, another type of fat, to your tissues. VLDL is similar to LDL cholesterol, but LDL mainly carries cholesterol to your tissues instead of triglycerides.

Question 66: What is pH of Blood?

Answer: pH of Blood is slightly alkaline (7.4).

Question 67: What is Diabetes?

Answer: Diabetes is a disease that occurs when your blood glucose, also called blood sugar, is too high. Blood glucose is your main source of energy and comes from the food you eat. *Insulin, a hormone made by the pancreas, helps glucose from food get into your cells to be used for energy.* Sometimes your body doesn’t make enough—or any—insulin or doesn’t use insulin well. Glucose then stays in your blood and doesn’t reach your cells and Blood glucose (sugar) level increases.

Question 68: What is Fatty Liver?

Answer: Fatty liver is also known as hepatic steatosis. It happens when fat builds up in the liver. Having small amounts of fat in your liver is normal, but too much can become a health problem. Your liver is the second largest organ in your body. It helps process nutrients from food and drinks and filters harmful substances from your blood.

Too much fat in your liver can cause liver inflammation, which can damage your liver and create scarring. In severe cases, this scarring can lead to liver failure.

When fatty liver develops in someone who drinks a lot of alcohol, it’s known as alcoholic fatty liver disease (AFLD).

In someone who doesn’t drink a lot of alcohol, it’s known as non-alcoholic fatty liver disease (NAFLD).

Question 69: What is the Function of Liver?

Answer: The main job of liver is to filter the blood coming from digestive tract before passing it to rest of the body. The liver also detoxifies chemicals and metabolizes drugs. Other Functions are-

- 1) Bile Production
- 2) Supporting Blood Clot
- 3) Carbohydrate and Fat Metabolism
- 4) Vitamin & Minerals Storage
- 5) Production of Albumin

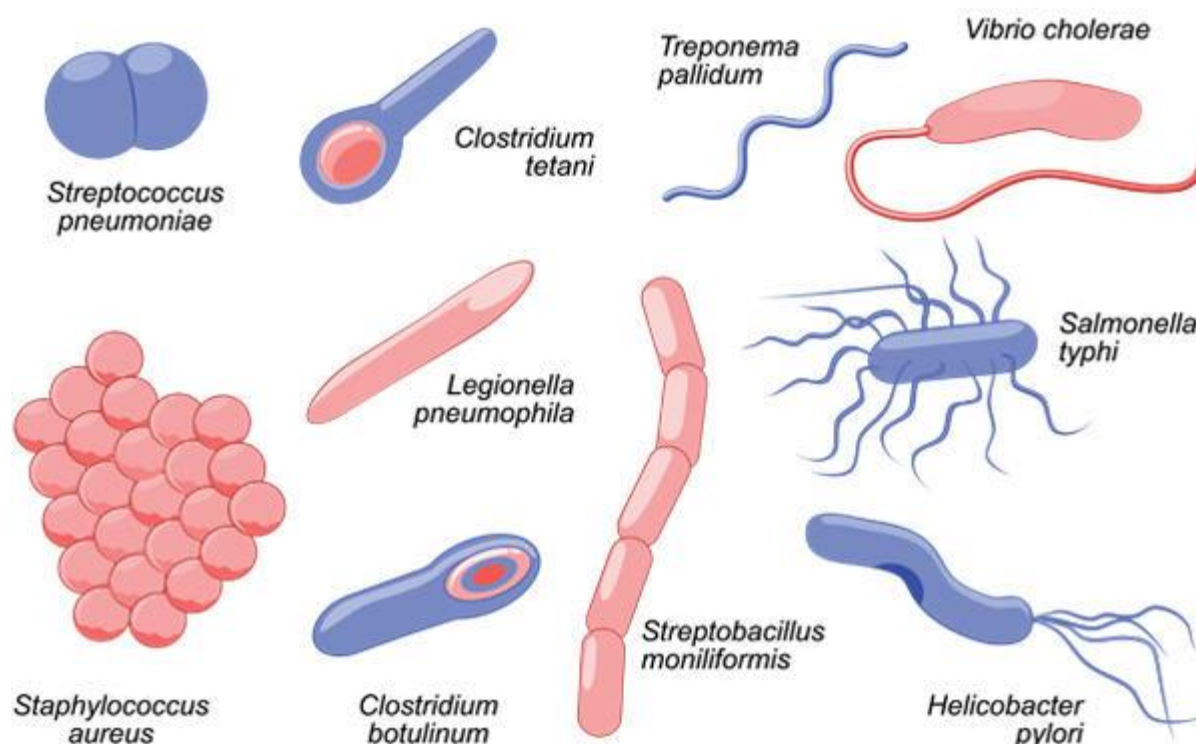
Question 70: What is Virus?

Answer: A virus is a submicroscopic infectious agent that replicates only inside the living cells of an organism. Viruses infect all types of life forms, from animals and plants to microorganisms, including bacteria and archaea.

Question 71: What are Bacteria?

Answer: Bacteria are single celled microbes. The cell structure is simpler than that of other organisms as there is no nucleus or membrane bound organelles. Instead their control centre containing the genetic information is contained in a single loop of DNA.

Bacteria are classified into five groups according to their basic shapes: spherical (cocci), rod (bacilli), spiral (spirilla), comma (vibrios) or corkscrew (spirochaetes). They can exist as single cells, in pairs, chains or clusters



Question 72: What are minerals?

Answer: **Minerals** are those elements on the earth and in **foods** that our bodies need to develop and function normally. Those essential for health include calcium, phosphorus, potassium, sodium, chloride, magnesium, iron, zinc, iodine, chromium, copper, fluoride, molybdenum, manganese, and selenium.

Question 73: What is MIC?

Answer: The **MIC**, or minimum inhibitory concentration, is the lowest concentration (in $\mu\text{g}/\text{mL}$) of an antibiotic that inhibits the growth of a given strain of bacteria.

Question 74: What is Tachyphylaxis?

Answer: Tachyphylaxis is a medical term describing an acute, sudden decrease in response to a drug after its administration; i.e. a rapid and short-term onset of drug tolerance. It can occur

after an initial dose or after a series of small doses. Increasing the dose of the drug may be able to restore the original response.

Question 75: What is Placebo Effect?

Answer: A beneficial effect produced by a placebo drug or treatment, which cannot be attributed to the properties of the placebo itself, and must therefore be due to the patient's belief in that treatment.

Question 76: What is allergy?

Answer: A condition in which the immune system reacts abnormally to a foreign substance.

Question 77: What is antacid?

Answer: An antacid is a substance which neutralizes stomach acidity and is used to relieve heartburn, indigestion or an upset stomach.

Question 78: What are diuretics?

Answer: A diuretic is any substance that promotes diuresis, the increased production of urine. This includes forced diuresis. There are several categories of diuretics. All diuretics increase the excretion of water from bodies, although each class does so in a distinct way.

Question 79: What is hypertension?

Answer: A condition in which the force of the blood against the artery walls is too high. Usually hypertension is defined as blood pressure above 140/90, and is considered severe if the pressure is above 180/120.

High blood pressure often has no symptoms. Over time, if untreated, it can cause health conditions, such as heart disease and stroke.

Eating a healthier diet with less salt, exercising regularly and taking medication can help lower blood pressure.

Question 80: What are neurons?

Answer: **Neurons** (also called neurons or nerve cells) are the fundamental units of the brain and nervous system, the cells responsible for receiving sensory input from the external world, for sending motor commands to our muscles, and for transforming and relaying the electrical signals at every step in between.

Question 81: What is DNA & RNA?

Answer: **Deoxyribonucleic acid**, more commonly known as **DNA**, is a complex molecule that contains all of the information necessary to build and maintain an organism. All living things have DNA within their cells. In fact, nearly every cell in a multicellular organism possesses the full set of DNAs required for that organism.

Ribonucleic acid is a polymeric molecule essential in various biological roles in coding, decoding, regulation and expression of genes. RNA and DNA are nucleic acids. Along with lipids, proteins, and carbohydrates, nucleic acids constitute one of the four major macromolecules essential for all known forms of life.

Question 82: What are Lymphocytes?

Answer: A type of immune cell that is made in the bone marrow and is found in the blood and in lymph tissue. The two main types of **lymphocytes** are B **lymphocytes** and T **lymphocytes**.

B lymphocytes make antibodies, and **T lymphocytes** help kill tumor cells and help control immune responses.

Question 83: What is cancer?

Answer: **Cancer** is when the cells start to grow out of control. The **cancer** cells keep on growing and making new cells. They crowd out normal cells. This causes problems in the part of the body where the **cancer** started. **Cancer** cells can also spread to other parts of the body.

Question 84: How much salary do you expect?

Answer: As a fresher, I don't expect a salary. I am ready to accept anything as per the industry standards and company policy.

Question 85: What is the function of Liver?

Answer: Liver Function

1. Destruction of RBC & formation of bile pigments
2. Protein metabolism
3. Synthesis of plasma proteins, fibrinogens & prothrombin
4. Enzyme synthesis
5. Conversion of ammonia to urea
6. Carbohydrate metabolism
7. Fat metabolism
8. Removable on creation of drugs, hormones & other substances
9. Detoxifying function

Question 86: what is the function of Pancrease?

Answer: Pancrease act in two way (Mixed Gland)

Endocrine system

As part of the endocrine system, the pancreas secretes two main hormones that are vital to regulating your glucose (also known as blood sugar) level:

- **Insulin.**The pancreas secretes this hormone to lower blood glucose when levels get too high.
- **Glucagon:**The pancreas secretes this hormone to increase blood glucose when levels get too low.

Balanced blood glucose levels play a significant role in your liver, kidneys, and even your brain. Proper secretion of these hormones is important to many bodily systems, such as your nervous system and cardiovascular system.

Exocrine system

As part of your exocrine system, the pancreas secretes enzymes that work in tandem with bile from the liver and gallbladder to help break down substances for proper digestion and absorption.

Enzymes produced by the pancreas for digestion include:

- lipase to digest fats
- amylase to digest carbohydrates
- chymotrypsin and trypsin for digesting proteins

The pancreas is part of a larger digestive process that begins in the stomach:

1. The pancreas produces enzymes as soon as food reaches the stomach.
2. These enzymes travel through a series of ducts until they reach the main pancreatic duct.

3. The main pancreatic duct meets the common bile duct, which carries bile from the gallbladder and liver towards the duodenum. This meeting point is called the ampulla of Vater.
4. Bile from the gallbladder and enzymes from the pancreas are released into the duodenum to help digest fats, carbohydrates, and proteins so they can be absorbed by the digestive system.

Question 87: What is Antioxidant?

Answer: Antioxidants are compounds that inhibit oxidation. Oxidation is a chemical reaction that can produce free radicals, thereby leading to chain reactions that may damage the cells of organisms. Antioxidants such as thiols or ascorbic acid terminate these chain reactions.

Question 88: What is free radicle?

Answer: Oxygen **in the body** splits into single atoms with unpaired electrons. Electrons like to be in pairs, so these atoms, called **free radicals**, scavenge the **body** to seek out other electrons so they can become a pair. This causes damage to **cells**, proteins and DNA.

Question 89: What is Peripheral Resistance?

Answer: As the blood flows from the arterial to the venous side of the circulation, it meets resistance because of the smaller caliber of the vessels and the viscous nature of the blood. This is called the peripheral resistance.

It is an important factor in generating and maintaining the arterial blood pressure.

Vasoconstriction of the small vessels increases the peripheral resistance, which in turn elevates the arterial blood pressure. Whilst vasodilatation decreases the resistance and lowers the pressure.

Question 90: what is the function white blood cells

Answer: Neutrophil – phagocytic

Eosinophil - phagocytic and damage to larval stages of parasite.

Basophil – storage of histamine, involved in immediate hypersensitivity reaction.

Monocyte - phagocytic, cellular and humoral immunity.

Question 91: What is Job Satisfaction?

Answer: **Job satisfaction** is defined as the level of contentment employees feel with their **job**. This goes beyond their daily duties to cover **satisfaction** with team members/managers, **satisfaction** with organizational policies, and the impact of their **job** on employees' personal lives.

Question 92: What is Meaning of Aim?

Answer: A goal is an idea of the future or desired result that a person or a group of people envision, plan and commit to achieve. People endeavor to reach goals within a finite time by setting deadline.

Question 93: What is the meaning of Objective?

Answer: In general, objectives are more specific and easier to measure than goals. Objectives are basic tools that underlie all planning and strategic activities. They serve as the basis for creating policy and evaluating performance. Some examples of business objectives include minimizing expenses, expanding internationally, or making a profit.

Question 94: What is meaning of Strategy?

Answer: Strategy is the plan you develop to help you to achieve your vision. It requires not only an evaluation of your organization internally but also of the external & environmental factors, specially competitors, that can impact you.

Question 95: What is cooperation?

Answer: Cooperation is a person's ability to sacrifice personal wishes & belief whenever necessary to ensure the department reaches its goal. It is also a person's desire to be part of a team, hard work & good will Make the department greater than the sum of its part.

Question 96: There are some experience candidate, why choose you as fresher?

Answer: Sir, I agree with you experience candidate may do better but not sure

As you know that 80% of business come from 20% of customer.

That 20% of Drs are city KOLs means need to focus

If You give me chance to join company, I immediately cover these 20% of Dr. and generate business

Then next 80% Drs covered as per tour plan.

And sir for conversion of KOLs Dr. I am ready with-

- ❖ RCPA format
- ❖ Dr. reminder cards with quotes
- ❖ And ready for their regular call

Sir give me the chance to do the things.

Question 97: If another company pay you better money other than our company so you will not work in my company so how can I trust you?

Answer: For me the work that I do matters a lot. I want to learn marketing skill first. And as you know that Sir money is a byproduct of skill, If I develop my skill then money automatically come. For development of skill in pharma marketing need to work, stick with company and make good relationship with Dr., chemist and in market.

If I change company on every 6 Month for money then neither Dr. nor chemist trust on me for business.

Business comes from trust and relation development

Also, I don't want to become at rolling Stone in my life.

Question 98: How will you grow our business?

Answer: As you know that 80% of business come from 20% of Customer.

That 20% of Drs are city KOLs means need to focus immediately and regularly

For business development Sir following tools I will Used

- a) Regular visit to company listed Drs
- b) Daily reminders to Top 10 Focus Drs (Company corporate Dr. If company made)
- c) Daily Reminder with quotes or Dr. choice pen or with flowers to grab Dr. attention
- d) RCPA before every call so I can promote Right Brand to Right Dr.
- e) Plan to do some company campaign link BMD Camp, Free Sample Distribution & Prescription
- f) Prepare myself with product & competitor knowledge
- g) Always Plan focus Drs call in senior joint working

- h) Celebrate Drs Birthdays, Marriage Anniversary and Dr. Son birthday to make stronger relation with customer
- i) Always Up to Date with our focus brand USP (unique Selling Point) & Company Brand Campaign
- j) Last Sir Knowledge, Action and Relationship play vital role in generation of business from customer.

Question 99: You fresher, why I select you?

Answer: As you know that 80% of business come from 20% of Customer.

That 20% of Drs are city KOLs means need to focus immediately and regularly

For business development Sir following tools I will Used

- a) Regular visit to company listed Drs
- b) Daily reminders to Top 10 Focus Drs (Company corporate Dr. If company made)
- c) Daily Reminder with quotes or Dr. choice pen or with flowers to grab Dr. attention
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- h) Celebrate Drs Birthdays, Marriage Anniversary and Dr. Son birthday to make stronger relation with customer
- i) Always Up to Date with our focus brand USP (unique Selling Point) & Company Brand Campaign
- j) Last Sir Knowledge, Action and Relationship play vital role in generation of business from customer.

Question 100: You are Non pharmacy (Non science) background, Why I select You?

Answer: As you know that I have not much option to switch or quit job as compare to pharmacy or science background, so I give my 100 % effort to learn steps for achievement of assign budget.

And you know that 80% of business come from 20% of Customer.

That 20% of Drs are city KOLs means need to focus immediately and regularly

For business development Sir following tools I will Used

- a) Regular visit to company listed Drs
- b) Daily reminders to Top 10 Focus Drs (Company corporate Dr. If company made)
- c) Daily Reminder with quotes or Dr. choice pen or with flowers to grab Dr. attention
- d) RCPA before every call so I can promote Right Brand to Right Dr.
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