

PART 1

SUMMER TRAINING

REPORT



Summer Training at

DELCURE LIFESCIENCES LTD

(01st APRIL – 01st JUNE 2020)

**TO FIND OUT ACCEPTANCE AND
SCOPE OF THIOCOLCHICOSIDE +
DICLOFENAC INJECTION IN
TRAUMA/CRITICAL CARE UNIT**

A Report by-

ANKIT CHOUHAN

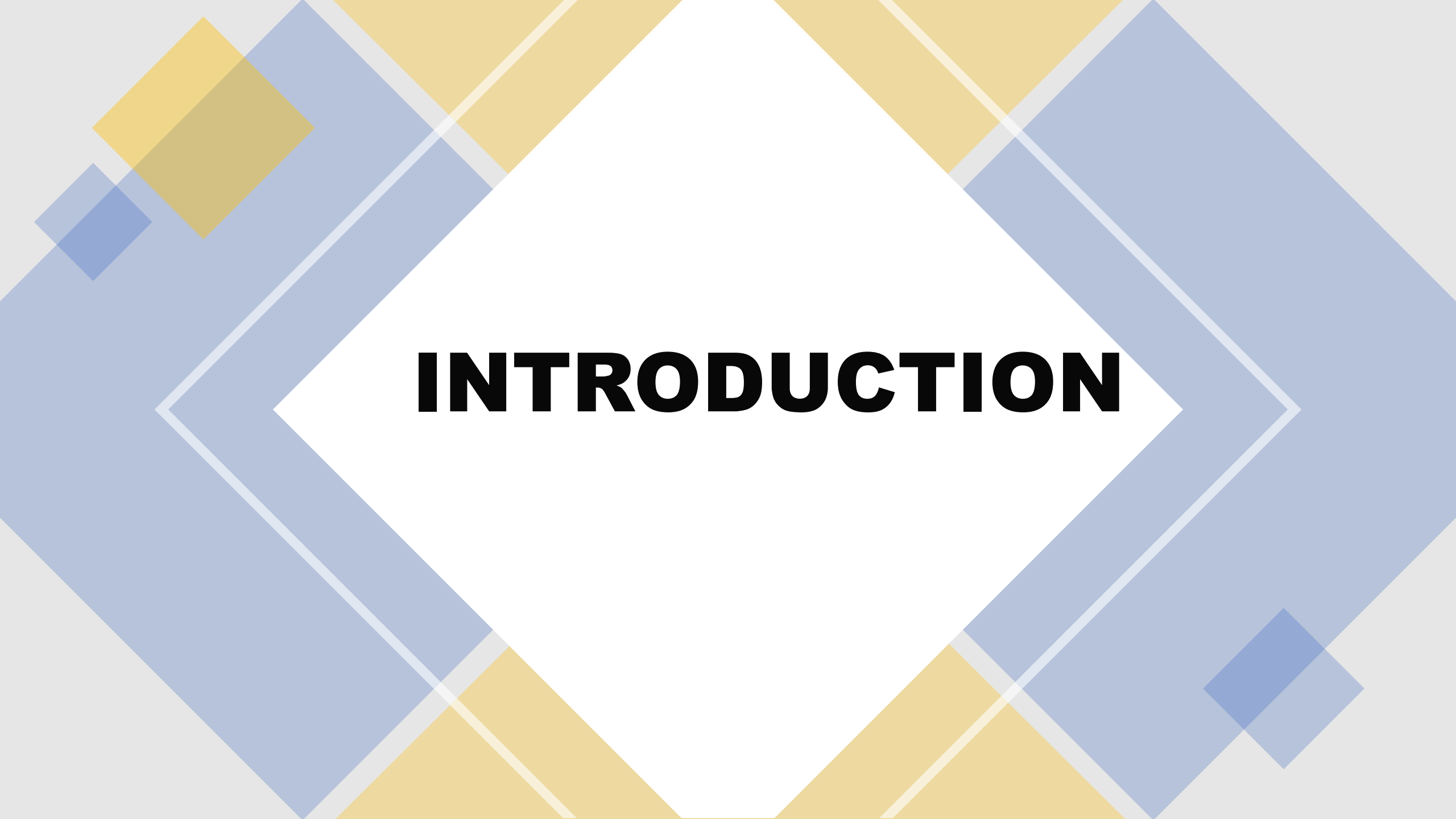
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MBA Pharmaceutical Management

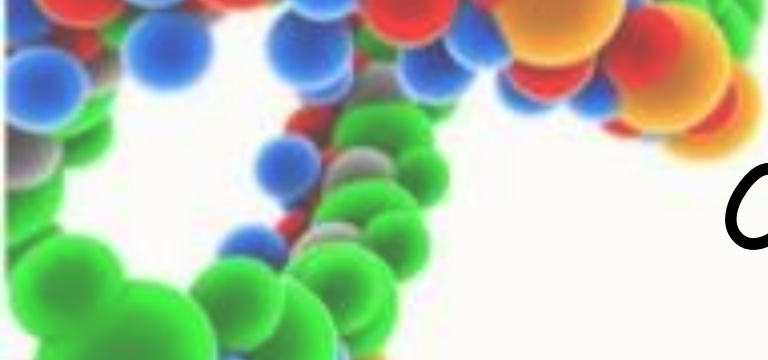
2019-2021

TABLE OF CONTENTS

- ❑ INTRODUCTION
 - * COMPANY PROFILE
 - * PRODUCT
 - * COMPETITORS
- ❑ BACKGROUND
- ❑ OBJECTIVES
- ❑ RESEARCH METHODOLOGY
- ❑ FINDINGS AND INTERPRETATION
- ❑ CONCLUSIONS
 - * KEY LEARNINGS
 - * SUGGESTIONS
- ❑ REFERENCES
- ❑ ANNEXURE
 - * QUESTIONNAIRE



INTRODUCTION



COMPANY PROFILE

- **“DelCure LifeSciences Ltd. (DLL) is one of the fastest growing Indian pharmaceutical company, its headquarter is in Mumbai. DelCure LifeSciences was established in year 2013 with an objective to bring innovative and high-quality medicines.”**
 - **Its technology backed innovative medicines ensures the health and wellbeing of people around the country. Every DLL Medicines and service is a testament to its uncompromising quality standards. All products of DLL are manufactured in facilities that are approved by major global regulatory agencies including the USFDA, ISO2009, ANVISA and more.**
 - **Being a healthcare centric and innovation driven company DLL want to be valued not only for pharmaceutical product but also for the way we serve our patients and healthcare professionals.**
- 

PRODUCT

- SPAFAST D Injection is used to relieve pain, swelling (inflammation), Muscle Spasm and joint stiffness caused by arthritis. By reducing these symptoms helps you do more of your normal daily activities.
- SFPAFAST D Injection in technological breakthrough in a single injection, SPAFAST D injection cause lesser pain as compare to other injection because of its water base injections.
- Spafast D Injection is a combination of Diclofenac sodium 75mg and Thiocolchicoside 4mg/2ml. This is used for the treatment of muscle stiffness. It is anti-inflammatory and analgesic. Also, it works as a competitive GABAA receptor antagonist. It prohibits the action of cyclo-oxygenase in the body and lowers pain and swelling. The main indication of the product is in Musculoskeletal spasm pain and inflammation.
- Its dosage and administration are IM(Intra-muscular) bid(twice).



COMPETITORS

S. NO.	Brand Name	Price (₹)	Manufacturer
1.	• Thioage-D Injection	49.8	Allenge India
2.	• Serofin-TH Injection	34	Globus Remedies Ltd
3.	• Aquaril TH 2mg/37.5mg Injection	50	Merril Pharma Pvt Ltd



BACKGROUND

- **Muscle pain is a major medical problem: in, the majority (60% to 85%) of the population has (unspecific) back pain of muscular origin at some time or particular age (lifetime prevalence).**
- **More than 7% of all women aged 70 to 80 years suffer from the fibromyalgia symptoms.**
- **Musculoskeletal conditions are a major burden on individuals, health systems, and social care systems, with non-direct costs being significant.**
- **The global prevalence of MSDs ranges from 14% to as high as 42%; on the other hand, in India epidemiological studies indicate the community-based prevalence of about 20% and occupation-specific prevalence found to be as high as 90% in various studies.**



OBJECTIVES

- To find out acceptance and scope of thiocolchicoside + diclofenac injection in trauma/critical care unit
- To understand the prescribing habits of doctors for musculoskeletal spasm pain and inflammation.

RESEARCH METHODOLO GY

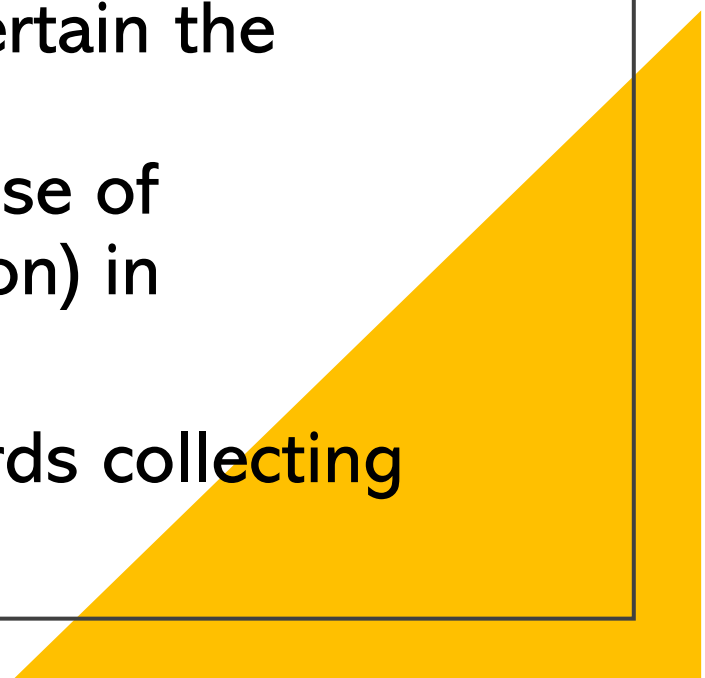


- **Type of research:** Primary research
- **Study:** Descriptive study
- **Duration:** 1stApril - 1stJune 2020
- **Data analysis:** The data analysis in the present study is done by using simple statistical tools like frequencies, percentage, average etc are used as per the requirement of data. In this study, appropriate statistical study tool used is EXCEL.
- **Sample size:** 107 doctors
- **Inclusion and exclusion criteria:** All the respondents (orthopaedics) who are in Trauma/critical care unit are surveyed using google form.

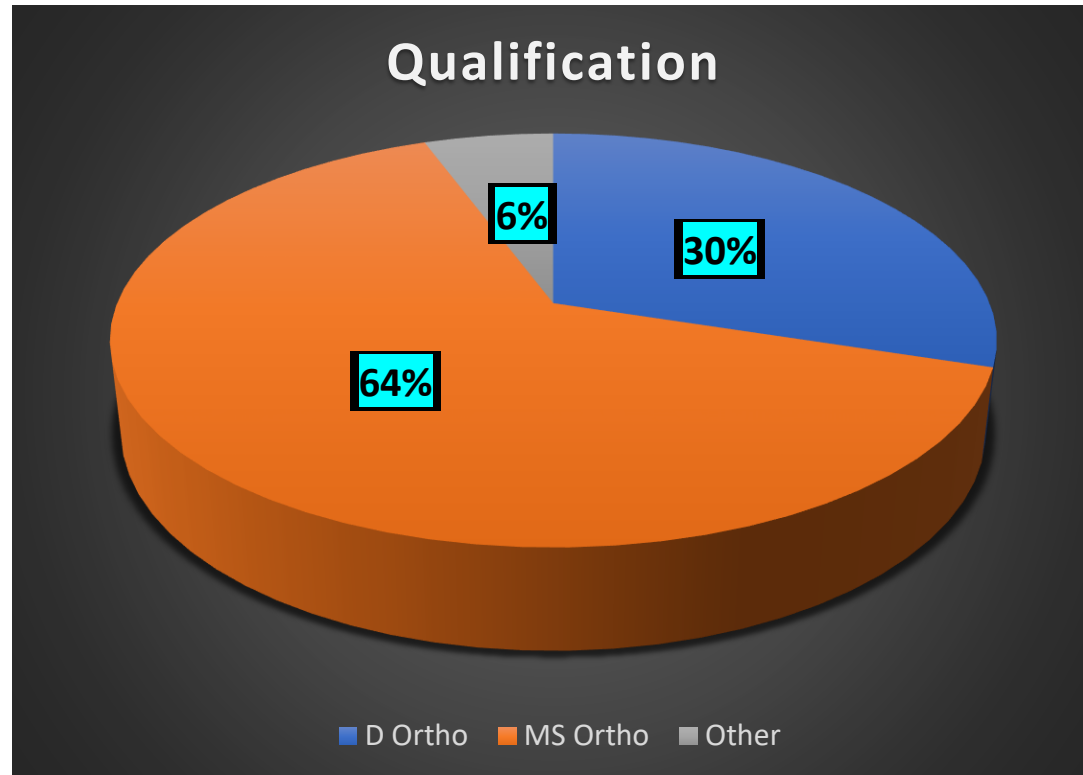


FINDINGS & INTERPRETATION

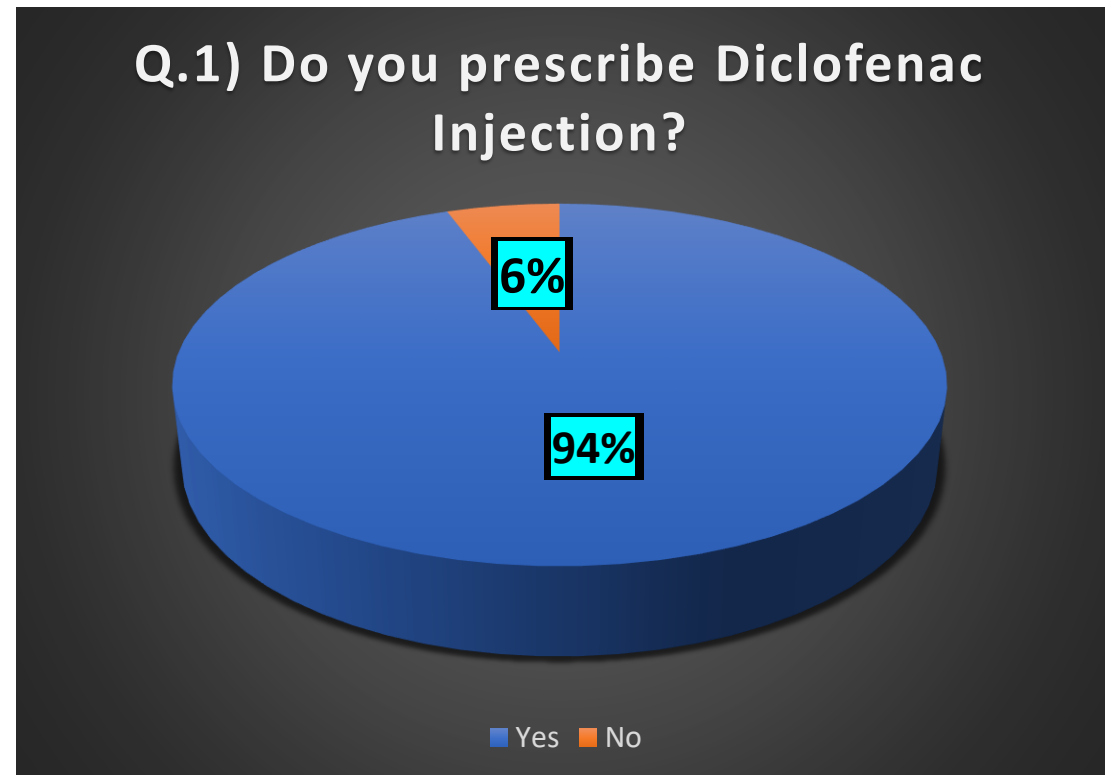
PREFACE

- This study was conducted so as to find out the acceptance and scope of thiocolchicoside + diclofenac injection in trauma/critical care unit and to understand the prescribing habits of doctors for musculoskeletal spasm pain and inflammation.
 - The brief survey questionnaire is prepared to ascertain the knowledge, awareness and perception of medical practitioner/healthcare professional towards the use of combination (thiocolchicoside + diclofenac injection) in trauma/critical care unit.
 - This survey contains seven questions aimed towards collecting information in different aspects.
- 
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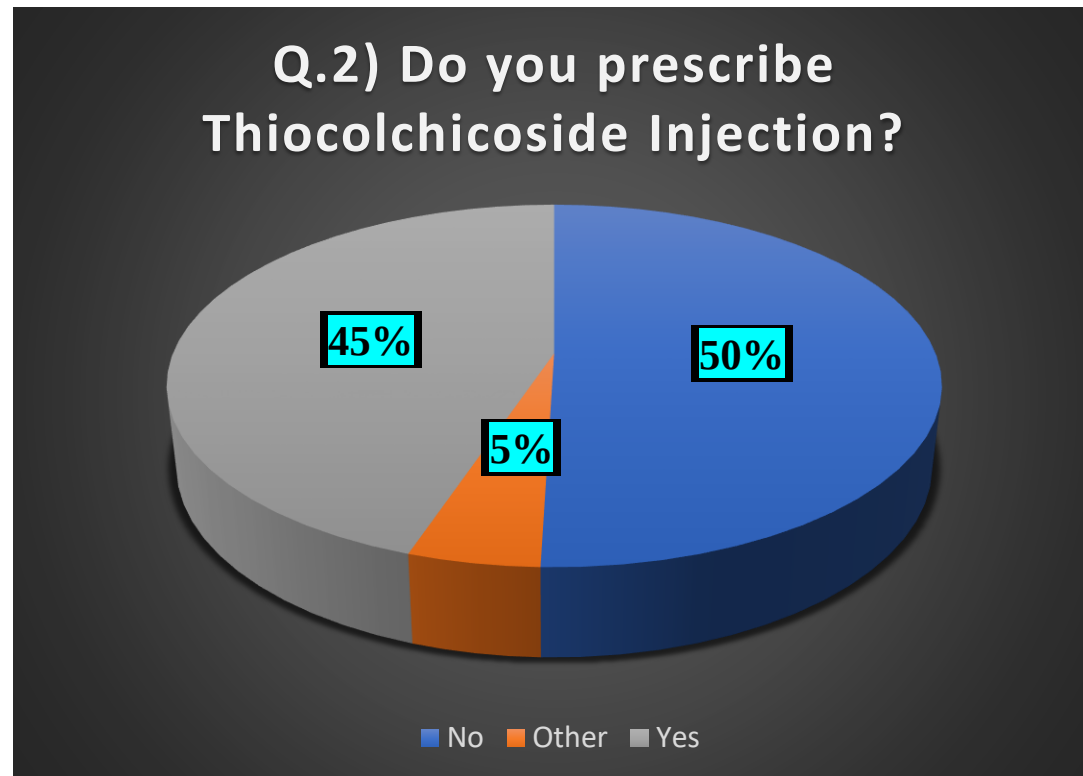
Qualification of doctors:



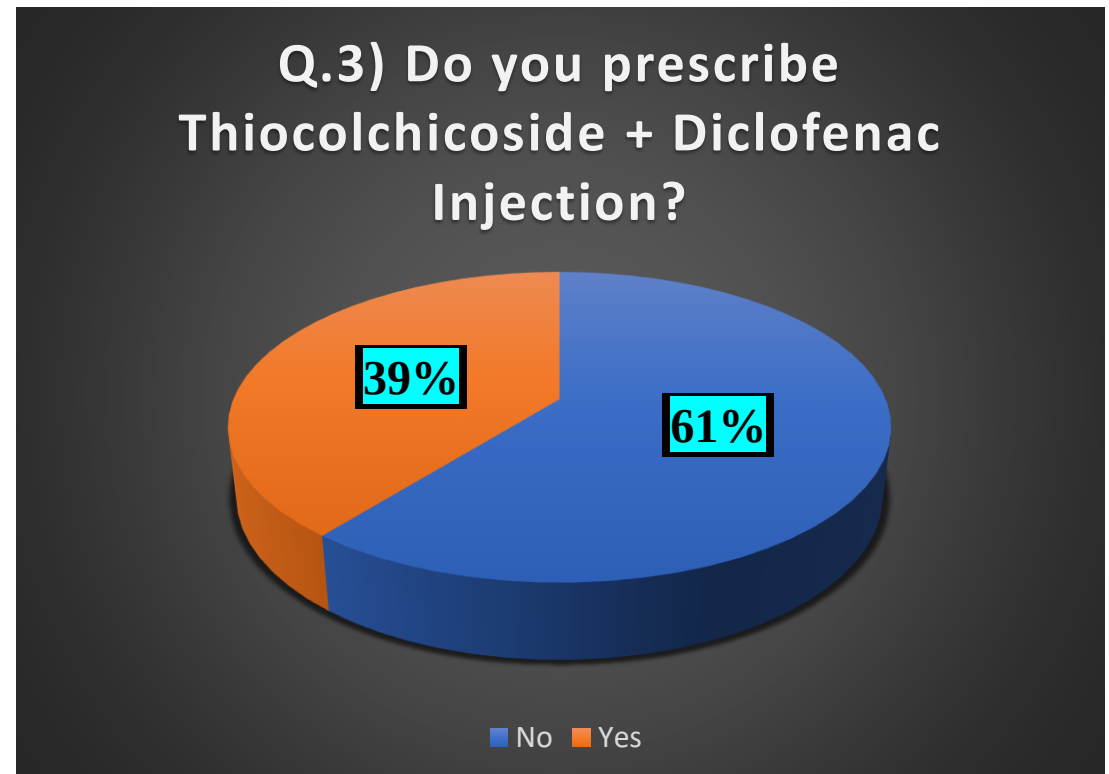
Do you prescribe Diclofenac Injection?



Do you prescribe Thiocolchicoside Injection?

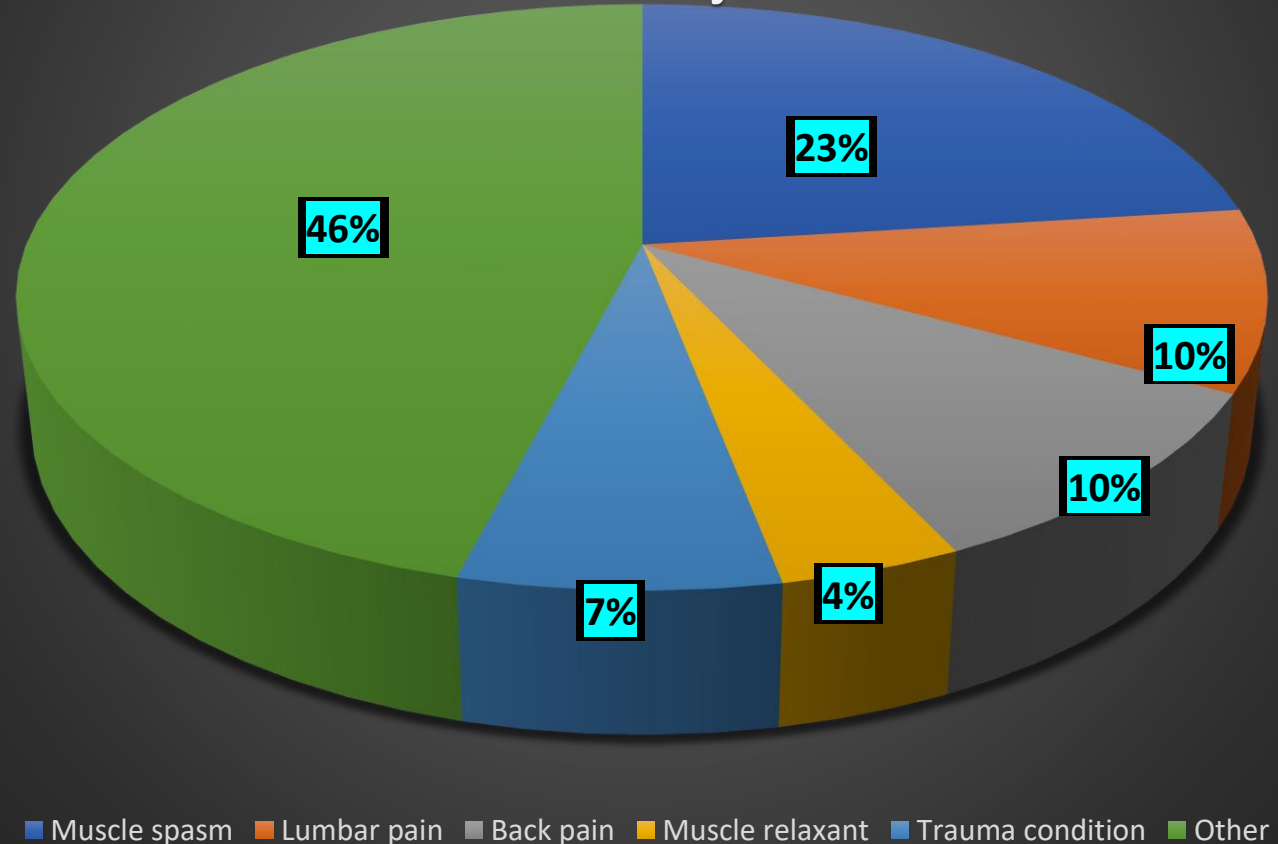


Do you prescribe Thiocolchicoside + Diclofenac Injection?



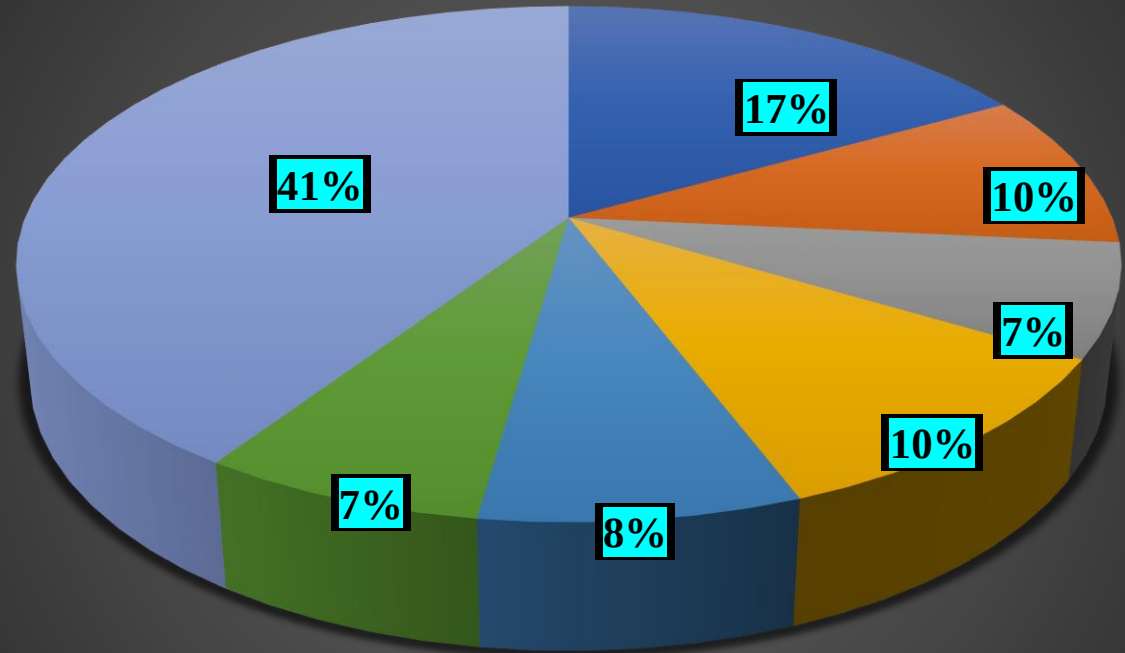
What are the major indications in which you prescribe Thiocolchicoside + Diclofenac Injection?

What are the major indications in which you prescribe Thiocolchicoside + Diclofenac Injection?



What restricts you to use Thiocolchicoside + Diclofenac injection?

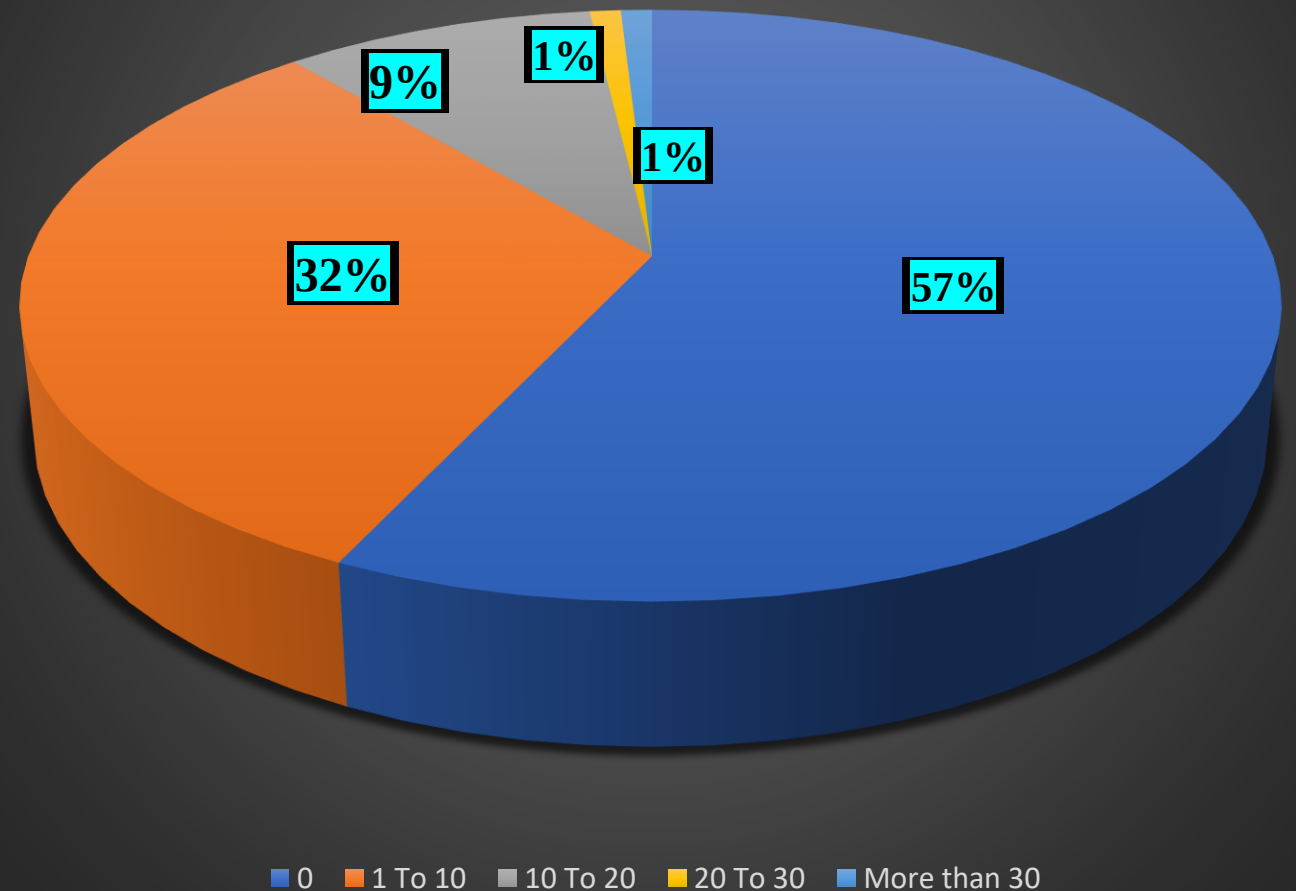
What restricts you to use Thiocolchicoside + Diclofenac injection?



- Side effects
- Don't use combination drugs
- Availability issues
- Prefer other ROA for this combination
- Unaware about this combination
- Not required in trauma settings
- Other

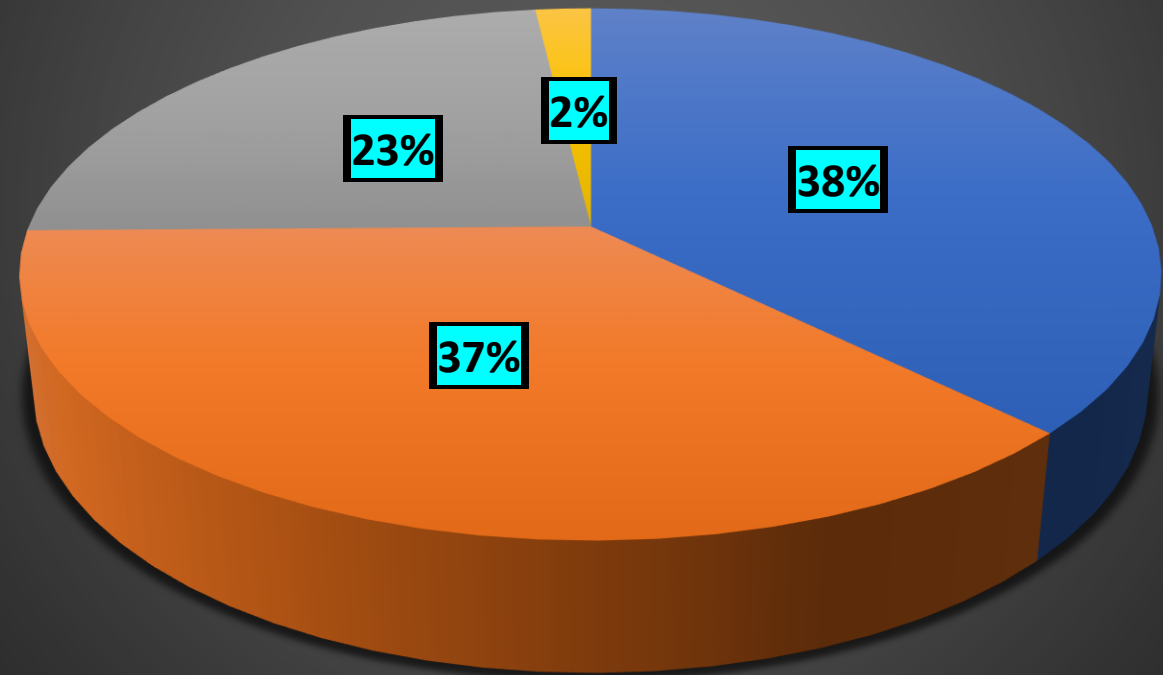
How many patients do you prescribe Thiocolchicoside + Diclofenac Injection in a month?

How many patients do you prescribe Thiocolchicoside + Diclofenac Injection in a month?



Will you prefer combination of thiocolchicoside + diclofenac injection, if in near future a new brand will launch with same combination?

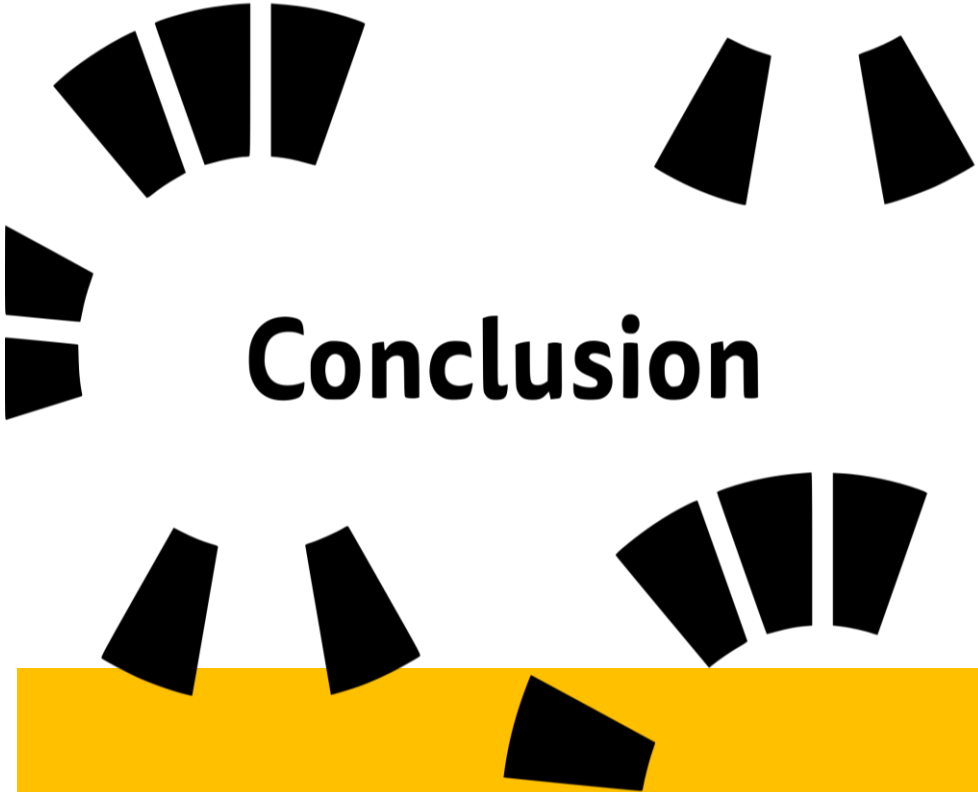
Will you prefer combination of thiocolchicoside + diclofenac injection, if in near future a new brand will launch with same combination?



■ YES ■ NO ■ May be ■ No answer



CONCLUSION



Conclusion

As 61% of Orthopaedics don't use thiocolchicoside + diclofenac injection, following reasons were observed such as side effects, don't use combination drugs, availability issues, prefer other ROA for this combination, unaware about this combination and not required in trauma settings. Most weightage was carried by side effects and then followed by not engaging in combination drugs. Doctors generally prefer oral route of administration like tablets in pain management.

Suggestions

- ✓ If there are good human trials of the combination with respect to efficacy and safety published in reputed journals, then doctors would consider using it.
 - ✓ Literature relevant to the combination should be accessible.
 - ✓ Advertisement of this drug combination should be done properly with detailed description of pros n cons of the combination.
 - ✓ Thiocolchicoside + diclofenac injection should be available in other formulation like tablet as majority of doctors prefer oral route over parenterals as there is another combination thiocolchicoside + aceclofenac is highly available and established combination in Indian market with various brands for pain, spasm and strain management.
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- A large yellow triangle is positioned in the bottom right corner of the slide, pointing towards the top right.



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- ❑ Pingle AS, Pabdit DD. A cross sectional study of Rheumatic Musculoskeletal Disorders (RMSD) in an urban slum population. Indian J Community Med. 2006; 31:244–5. [Google Scholar]
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- ❑ Baldwin, M. L., & Butler, R. J. (2006). Upper extremity disorders in the workplace: Costs and outcomes beyond the first return to work. Journal of Occupational Rehabilitation, 16, 303-323.
- ❑ “DelCure LifeSciences Ltd. (DLL). Retrieved from <http://delcure.com/spafast-d>
- ❑ Lybrate: Online Doctor. Retrieved from <https://www.lybrate.com/medicine/spafast-d-2-mg-37-5-mg-injection>
- ❑ DrugBank. Retrieved from <https://www.drugbank.ca/drugs/DB11582>
- ❑ 1mg.com: Online Pharmacy India. Retrieved from <https://www.1mg.com>
- ❑ <https://ggle.io/3B9a> - Survey using google form

PART 2

ONLINE

COURSE

REPORT

Online Course on

Career Edge - Knockdown the Lockdown
(01th APRIL – 01th JUNE 2020)

A Report by- **ANKIT CHOUHAN**
IIHMR-U/02/2019-21/0168



Digital Hub

Learn, Share, Collaborate

**ONLINE
COURSES**

MBA Pharmaceutical Management
2019-2021



This is to certify that

Ankit Chouhan

has successfully completed

Career Edge - Knockdown the Lockdown

online course offered by TCS iON

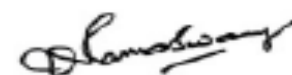
Start Date: 09 Apr 2020 | End Date: 15 Apr 2020

Topics:

- Communication Skills ■ Presentation Skills ■ Soft Skills ■ Career Guidance Framework ■ Resume Writing
- Group Discussion Skills ■ Interview Skills ■ Business Etiquette ■ Effective Email Writing ■ Telephone Etiquette
- Accounting Fundamentals ■ IT Foundational Skills ■ Overview of Artificial Intelligence* (Source: NPTEL)



Cert. ID.: 119854-6690168-1016
Dated: 15 Apr 2020



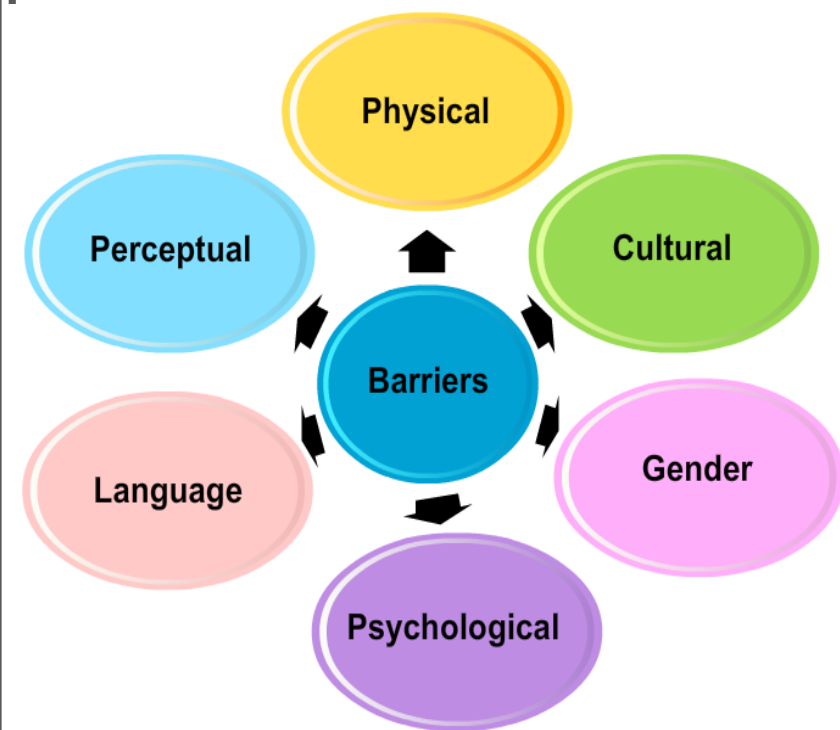
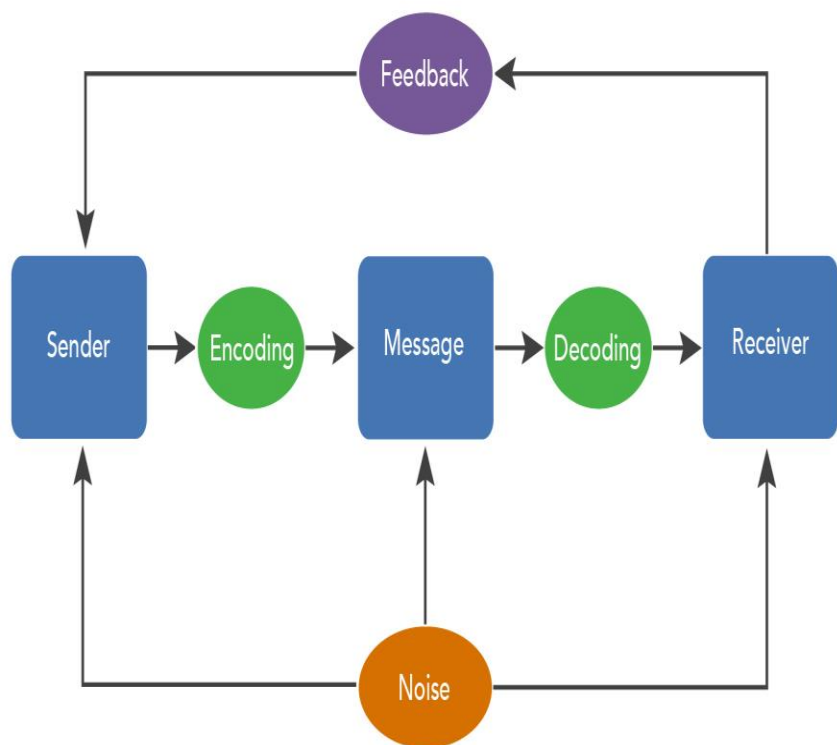
Venguswamy Ramaswamy
Global Head, TCS iON

OBJECTIVES OF THE COURSE

- To gain the necessary skill sets demanded by the industry and to head start well before commencement of professional career.
- To effectively utilise the time during the lockdown.
- To develop soft and hard skills to enhance and sharpen the personality and knowledge.

Course Syllabus/Module

- ❑ DAY 1: Communicate to Impress
- ❑ DAY 2: Deliver Presentations with Impact
- ❑ DAY 3: Develop Soft Skills for the Workplace
- ❑ DAY 4: Gain Guidance from Career Gurus
- ❑ DAY 5: Write a Winning Resume and Cover Letter
- ❑ DAY 6: Stay Ahead in Group Discussions
- ❑ DAY 7: Ace Corporate Interviews
- ❑ DAY 8: Learn Corporate Etiquette
- ❑ DAY 9: Write Effective Emails
- ❑ DAY 10: Learn Corporate Telephone Etiquette
- ❑ DAY 11: Understand Accounting Fundamentals
- ❑ DAY 12: Gain Foundational Skills in IT
- ❑ DAY 13: Understand Artificial Intelligence (AI) - Part 1
- ❑ DAY 14: Understand Artificial Intelligence (AI) - Part 2



Communicate to Impress



Deliver Presentations with Impact





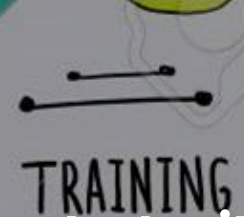
DO:

- Be consistent in format and content
- Make it easy to read and follow, balancing white space
- Use consistent spacing, underlining, italics, bold, and capitalization for emphasis
- List headings (such as Experience) in order of importance
- Within headings, list information in reverse chronological order (most recent first)
- Avoid information gaps such as a missing summer
- Be sure that your formatting translated properly if converted to a .pdf

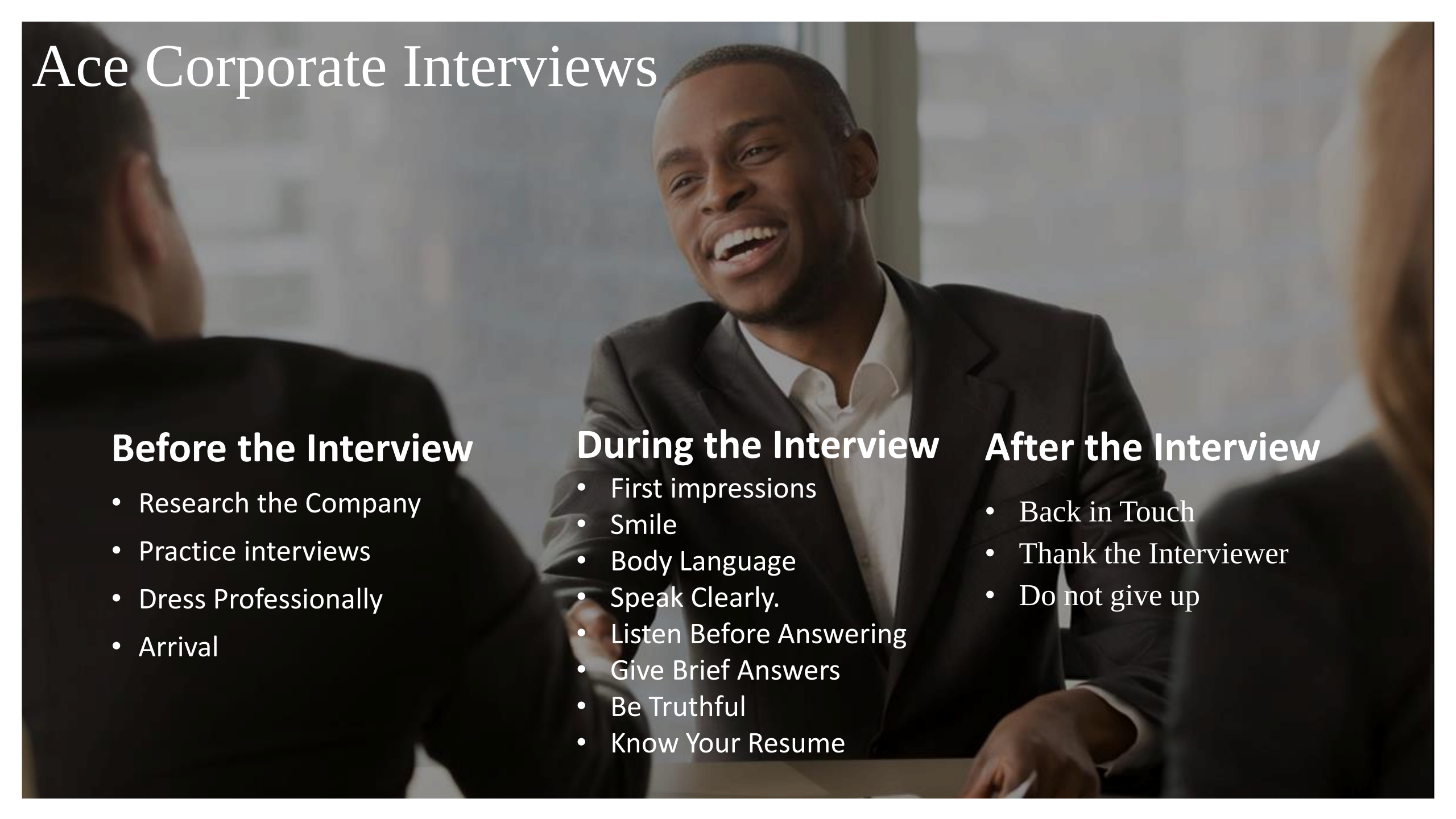
Write a Winning Resume and Cover Letter

Stay Ahead in Group Discussions

- Speaking is important; do not sit silently. Speak freely.
- Do not monopolize the conversation or talk too much.
- Give everyone a chance to speak.
- Maintain eye contact with everyone in the group.
- Show active listening skills.
- Do not interrupt anyone while they are speaking.
- Keep the topic on track and don't be irrelevant.



Ace Corporate Interviews

A man in a dark suit and white shirt is smiling broadly, looking towards the left. He is in a professional setting, likely an office or interview room. The background is slightly blurred, showing other people in business attire.

Before the Interview

- Research the Company
- Practice interviews
- Dress Professionally
- Arrival

During the Interview

- First impressions
- Smile
- Body Language
- Speak Clearly.
- Listen Before Answering
- Give Brief Answers
- Be Truthful
- Know Your Resume

After the Interview

- Back in Touch
- Thank the Interviewer
- Do not give up

Learning methodology used in this course



Lectures



PowerPoint presentation



Nano Tutorial Videos



Cases



Assignments



Individual module test and end of course Assessment.

Key Learnings from the course

- ✓ Key learning from the course is overall development stage from how to prepare resume, acing the interview and all the etiquettes that should be followed in organisation and should be inherited in our self during all walks of life.
- ✓ Communication is the basis of all. Having strong communication skills aids in all aspects of life – from professional life to personal life and everything that falls in between. From a business standpoint, all transactions result from communication. Good communication skills are essential to allow others and yourself to understand information more accurately and quickly.
- ✓ Soft skills set you apart. Good communication and negotiation skills can help you gain an edge over other candidates. Most interactions with other people require some level of soft skills. At a company it might be negotiating to win a new contract, presenting new idea to colleagues, networking for a new job, and so on. We use soft skills every day at work and developing these soft skills will help you win more business and accelerate your career progression.
- ✓ On another hand, corporate etiquette and writing effective emails are one of the most important scale for effective communication.



Thank you