

SUMMER INTERNSHIP PROGRAM

at

Healthark Wellness Solutions LLP

(Healthark Insights)

12th May 2025 to 25th July 2025

A REPORT BY

Adhokshaja Haritas

MASTER of Business Administration

Pharmaceutical Management

0598

2024-2026

Under the Mentorship of

Dr. Ashok Kumar Peepliwal

Professor

IIHMR University



Date: 24th Jul, 2025

Whom So Ever It May Concern

This is to certify that **Mr. Adhokshaja Haritas** worked with **Healthark Insights Wellness Solutions LLP** as an **Intern Consultant** from **12th May, 2025 to 25th July, 2025**.

During his internship tenure, he conducted secondary research for healthcare market assessment projects spanning across US and Asia Pacific markets. He supported his seniors in preparing client deliverables in PowerPoint presentation, excel and word document formats. He has always shown a responsible attitude towards the tasks assigned to him and completed them within time with utmost sincerity. He has been a good team player and was supportive to his other colleagues in the organization.

We wish him a bright future and success in his future endeavours.



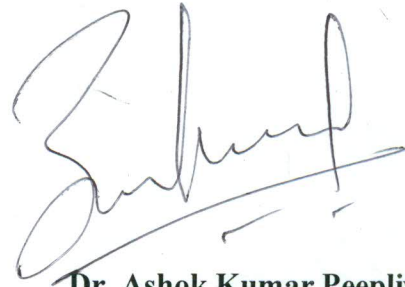
Sincerely,
Amol Pandya
HR Manager
Healthark Insights

IIHMR University Faculty Mentor Approval

This is to certify that **Mr. Adhokshaja Haritas** of academic year 2024-26 of **School of Pharmaceutical Management** has prepared a poster with respect to his summer internship held during May 2025 - July 2025.

He has carried out work as per the guidelines. His poster is approved for presentation.

Date: 25/07/2025

A handwritten signature in black ink, appearing to read 'Ashok Kumar Peepliwal', written over a horizontal line.

Dr. Ashok Kumar Peepliwal

Professor

Adhokshaja Haritas
PM-16
0598

Organization Mentor : Saakshi Naimish Shah, Rajat Patel
University Mentor: Dr. Ashok Kumar Peepliwal

Healthark Insights

- Founded in 2016 by seasoned consultants from top-tier strategy firms, bringing 100+ years of cumulative experience
- Built a multidisciplinary team of experts across consulting, pharmaceuticals, medicine, medical devices, digital health, public health, and management

Vision

"Empowering critical decisions through deep domain expertise, rigorous research, and market-driven insights"

Mission

"Turning insights into action by partnering with clients to develop and execute impactful strategies"

Organogram

Departments

Strategic Consulting
RwE (Real World Evidence)
Information Data Technology (IDT)
Human Resource (HR)
Sales & Marketing

Partner

Associate Director
Engagement Manager

Manager

Senior Consultant
Consultant
Intern

Project Objective

- To assess market perception of Keytruda and Opdivo among key stakeholders N=4 (industry experts and HCPs) in the KSA(Kingdom of Saudi Arabia), by evaluating preferences and challenges associated with field force deployment models for multi-indication drugs

Models

- Model 1:** Each representative covers multiple tumor types for a multi-indication drug
- Model 2:** Each representative covers a specific biomarker or indication across multiple tumor types

Model 1 : Tumor-Based Rep Structure

1

25%

HCPs said model 1 was the preferred choice

Pros	# HCP response	Cons	# HCP response
Easier coordination and follow-up	2	Limited depth in specific tumor areas	4
Consistent messaging across tumor types	1	Overloaded discussions	1
Time-efficient meetings	2	Risk of generic messaging	1
Stronger rapport with one representative	1	Difficulty in addressing complex or rare cases	1
Simplified scheduling and fewer disruptions	1	Mixed opportunity for specialized insights	1

Model 2 : Cross-Tumor Indication Rep Structure

2

75%

HCPs said model 2 was the preferred choice

Pros	# HCP response	Cons	# HCP response
Focused, specialized discussions	3	Overlapping or redundant interactions	
Better support for complex patient cases		Mixed messaging across tumor types	
More personalized guidance	2	Logistical complexity in managing multiple contacts	1
Greater depth in indication-specific content	2	Time-consuming & fragmented engagement	2
Improved confidence in treatment decisions		Difficulty in maintaining consistent follow-up	2

"Majority of HCPs prefer Model 2, citing the value of strong, specialized knowledge which enables more structured and detailed discussions"

Learnings at Healthark

SWOT

Strengths

- Expert-led boutique model
- Proven client track record
- Expansion into digital health
- Thought leadership and IP creation

Weakness

- Low market visibility
- Scaling constraints

Opportunities

Threats

- Intensifying talent competition
- Pricing pressure

Practical vs Theory

Practical

- Assisting client engagement, data analysis
- Participating in client meetings
- Collaboration with senior consultants

Theory

- Learning methodologies, tools
- Attending workshops, training session
- Studying industry trends, market research

Challenges vs Learning

Challenges

- Low opportunity to face clients
- Analytical Depth with Executive-Level Dialogue
- Rapid Context Switching Across Domains

Learnings

- Skill development: diverse work environment
- Ability to draw actionable insights - primary data
- Multi-industry exposure & story-boarding

Suggestions

Pre-Meeting Research Briefs by Interns

1

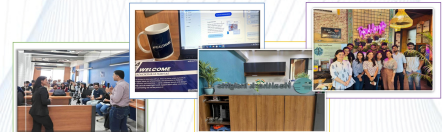
Client Simulation Labs

2

'Insight-Nuggets' Micro-Contributions

3

Life at Healthark



Week 1

Name of the Organisation: Healthark Insights
Area/ Department/ Project of Summer Internship Program: Business Consulting / Project not yet assigned
Name of the Student: Adhokshaja Haritas
Roll no: 0598
Stream: MBA(Pharmaceutical Management)
Week no: 1
From: 12/05/2025 to 16/05/2025

Activity Done	• Currently undergoing training with a focus on enhancing key foundational skills. Sessions attended this week included: ✓ Slide Formatting and Design ✓ Conducting Effective Secondary Research ✓ Basics of Excel for Business Applications
Linking theory (Classroom learning) with practice at your organisation	• Identifying credible sources for secondary research, and using Excel for data analysis are being applied during training exercises and minor project tasks. This is helping reinforce theoretical understanding with hands-on experience.
Gaps identified on the working area.	• At this stage, no significant gaps have been observed. The training is comprehensive, and team members are supportive, creating an environment conducive to learning and integration.
Suggestions for improvement	• Nothing as such at this stage. The training process is smooth and supportive.
Plan for the next week	• Continue with advanced Excel topics (e.g., pivot tables, dashboards) • Attend the upcoming session on Consulting Acumen to gain insights into problem-solving and client engagement approaches • Begin shadowing team members on live projects • Look to contribute to small project tasks under supervision for practical exposure

Signature of the Student



Approved by the IIHMR University's Mentor

: Dr. Ashok Kumar Peepliwal sir

Week 2

Name of the Organisation: Healthark Insights
Area/ Department/ Project of Summer Internship Program: Deloitte : Understanding Global Pharma's Investment in China 2024
Name of the Student: Adhokshaja Haritas
Roll no: 0598
Stream: MBA(Pharmaceutical Management)
Week no: 2
From: 19/05/2025 to 23/05/2025

Activity Done	• Attended Excel and Advanced Excel training sessions to enhance data analysis and reporting skills. • Conducted research on deepening investments in China by global pharmaceutical companies, focusing on market entry strategies, regulatory landscape, and growth drivers.
Linking theory (Classroom learning) with practice at your organisation	• Applied classroom concepts of data visualization, pivot tables, and financial modeling during Excel practice. • - Mapped international marketing theories to the real-world case of pharma expansion into China (e.g., market entry strategies, cultural/political analysis).
Gaps identified on the working area.	• At this stage, no significant gaps have been observed. The training is comprehensive, and team members are supportive, creating an environment conducive to learning and integration.
Suggestions for improvement	• Nothing as such at this stage. The training process is smooth and supportive
Plan for the next week	• Practice macro-enabled Excel tasks and begin automation of basic data operations. • Deep-dive into 2–3 global pharma companies (e.g., Pfizer, Novartis, Sanofi) with substantial presence in China. • Summarize findings with respect to entry mode, localization, and ROI. • Schedule a knowledge-sharing session with a cross-functional team member

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Week 3

Name of the Organisation: Healthark Insights
Area/ Department/ Project of Summer Internship Program: Deloitte : Understanding Global Pharma's Investment in China 2024
Name of the Student: Adhokshaja Haritas
Roll no: 0598
Stream: MBA(Pharmaceutical Management)
Week no: 3
From: 26/05/2025 to 30/05/2025

Activity Done	- Conducted secondary research on China's pharmaceutical market. - Performed competitive analysis focusing on mergers, acquisitions, R&D investments, and trends.
Linking theory (Classroom learning) with practice at your organisation	- Applied MBA concepts such as strategic management, financial analysis, and competitive benchmarking. - Used insights from investment analysis and global business strategy coursework to evaluate market trends
Gaps identified on the working area.	At this stage, no significant gaps have been observed. The training is comprehensive, and team members are supportive, creating an environment conducive to learning and integration.
Suggestions for improvement	More visibility towards client calls.
Plan for the next week	- Analyse the U.S. airline industry with a focus on Southwest Airlines. - Study operational strategies and competitive advantages of Southwest Airlines. - Identify key drivers behind Southwest's customer retention strategies. - Assess the impact of fleet management and route optimization on operational efficiency

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Week 4

Name of the Organisation: Healthark Insights
Area/ Department/ Project of Summer Internship Program: Deloitte : Technology applied for “Rare & Ultra Rare Disease”
Name of the Student: Adhokshaja Haritas
Roll no: 0598
Stream: MBA(Pharmaceutical Management)
Week no: 4
From: 02/06/2025 to 06/06/2025

Activity Done	- Analysed the U.S. airline industry with a focus on Southwest Airlines. - Studied operational strategies and competitive advantages of Southwest Airlines. - Identified key drivers behind Southwest’s customer retention strategies.
Linking theory (Classroom learning) with practice at your organisation	- Applied Porter’s Five Forces and SWOT analysis from classroom frameworks to dissect the competitive landscape of the U.S. airline sector. - Used service operations management concepts to evaluate Southwest’s cost leadership and point-to-point network strategy.
Gaps identified on the working area.	At this stage, no significant gaps have been observed. The training is comprehensive, and team members are supportive, creating an environment conducive to learning and integration.
Suggestions for improvement	Nothing as such at this stage. Project is going on smoothly.
Plan for the next week	- Focus on understanding how biotech and pharma companies are leveraging AI and advanced technologies in rare disease diagnosis. - Map key trends, leading players, and technology adoption in the marine biotechnology sector, referencing global and Indian market data. - Identify case studies and best practices in AI-driven rare disease diagnostics within the biotech and pharmaceutical industries.

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Week 5

Name of the Organisation: Healthark Insights
Area/ Department/ Project of Summer Internship Program: Deloitte : Technology applied for “Rare & Ultra Rare Disease”
Name of the Student: Adhokshaja Haritas
Roll no: 0598
Stream: MBA(Pharmaceutical Management)
Week no: 5
From: 09/06/2025 to 13/06/2025

Activity Done	• Explored digital patient platform workflows and tech (triage, EMR integration). • Assessed RWE screening: data aggregation, analytics, and decision support. • Identified key use cases: faster triage, better data, improved patient engagement.
Linking theory (Classroom learning) with practice at your organisation	• Applied classroom concepts of digital health platforms, e-learning, and simulation-based training to real workplace scenarios • Connected RWE theory from class with practice by observing how real patient data is aggregated and analysed to inform clinical and operational decisions
Gaps identified on the working area.	• At this stage, no significant gaps have been observed. The training is comprehensive, and team members are supportive, creating an environment conducive to learning and integration.
Suggestions for improvement	• Nothing as such at this stage. Project is going on smoothly.
Plan for the next week	• Study Klarna’s Buy Now, Pay Later (BNPL) platform to understand its technology architecture and operational model • Identify best practices in user adoption and system integration from Klarna’s approach. • Compare Klarna’s strategies with those used in digital patient platforms to find transferable lessons. • Document findings in a structured format with clear roles and concise discussion points to align with preferred content organization

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Week 6

Name of the Organisation: Healthark Insights
Area/ Department/ Project of Summer Internship Program: Deloitte : Klarna “Buy now pay later”
Name of the Student: Adhokshaja Haritas
Roll no: 0598
Stream: MBA(Pharmaceutical Management)
Week no: 6
From: 16/06/2025 to 20/06/2025

Activity Done	- Studied Klarna’s business model and recent partnerships. - Analysed the technology and AI leveraged by Klarna. - Examined Klarna’s consumer and merchant offerings. - Created a visual representation of Klarna’s offerings. - Reviewed recent market trends impacting Klarna’s strategy.
Linking theory (Classroom learning) with practice at your organisation	- Related to classroom concepts on business models and strategic alliances. - Connected with theories on technology adoption, innovation management, and AI integration in business. - Practiced data visualization techniques and communication skills taught in the classroom.
Gaps identified on the working area.	- No significant gaps identified; operations are streamlined. - Processes are efficient with clear communication channels.
Suggestions for improvement	Nothing as such at this stage. Project is going on smoothly.
Plan for the next week	- Study the US tariff system: overview, key facts, and figures. - Analyze the major players involved in US tariffs and trade policies. - Review perspectives from Deloitte and other consulting firms on tariff impacts. - Prepare visual summaries and reports to communicate tariff insights effectively within the team.

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Week 7

Name of the Organisation: Healthark Insights
Area/ Department/ Project of Summer Internship Program: Deloitte : US Tariff , Barclays US card overview
Name of the Student: Adhokshaja Haritas
Roll no: 0598
Stream: MBA(Pharmaceutical Management)
Week no: 7
From: 23/06/2025 to 27/06/2025

Activity Done	- Studied US tariff facts and figures , drawing the story line. - Analyzed key players and industries affected within US and around the world. - Mapped the professional journey of the CMO at Barclays. - Conducted a detailed study of the cards market, and overview of Barclays.
Linking theory (Classroom learning) with practice at your organisation	- Mapped theoretical frameworks from classroom sessions to Barclays projects. - Used academic tools for market data interpretation and professional journey mapping. - Connected classroom case studies on marketing and industry analysis to Barclays' environment.
Gaps identified on the working area.	- No significant gaps identified; operations are streamlined. - Processes are efficient with clear communication channels.
Suggestions for improvement	Nothing as such at this stage. Project is going on smoothly.
Plan for the next week	- Project assignment shifts to AstraZeneca – Oncology Market Monitoring Research. - Work on developing the account plan. - Conduct physician survey analysis to support strategic market monitoring. - Transcribe and generate summaries from collected survey responses. - Build templates for interpretation and analysis of the gathered data

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Week 8

Name of the Organisation: Healthark Insights
Area/ Department/ Project of Summer Internship Program: AstraZeneca– Oncology Market Monitoring Research
Name of the Student: Adhokshaja Haritas
Roll no: 0598
Stream: MBA(Pharmaceutical Management)
Week no: 8
From: 30/06/2025 to 04/07/2025

Activity Done	• Project assignment shifted to AstraZeneca– Oncology Market Monitoring Research. • Developed account plan for key oncology markets. • Conducted physician survey analysis to support strategic decision-making. • Transcribed and summarized collected survey responses. • Created template frameworks for interpreting and analyzing survey data.
Linking theory (Classroom learning) with practice at your organisation	• Applied concepts of market segmentation, stakeholder mapping, and competitive strategy. • Used techniques from data analysis and survey interpretation in real-time. • Practiced account planning and strategic decision-making using classroom frameworks. • Implemented customer insight analysis in the context of pharma consulting.
Gaps identified on the working area.	• No significant gaps identified; operations are streamlined. • Processes are efficient with clear communication channels.
Suggestions for improvement	• Nothing as such at this stage. Project is going on smoothly.
Plan for the next week	• Develop GCC Oncology Newsletter (June edition) focusing on innovations and regulatory changes in the oncology scenario in KSA. • Continue analysis and report-building for the Perception Survey of HCPs regarding the rep model.

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Week 9

Name of the Organisation: Healthark Insights
Area/ Department/ Project of Summer Internship Program: AstraZeneca– Oncology Market Monitoring Research
Name of the Student: Adhokshaja Haritas
Roll no: 0598
Stream: MBA(Pharmaceutical Management)
Week no: 9
From: 07/07/2025 to 11/07/2025

Activity Done	- Bridged academic frameworks with real-time application, especially in stakeholder analysis, regulatory dynamics, KSA oncology - Advanced development of the GCC Oncology Newsletter (June edition), emphasizing innovations and regulatory shifts in KSA's oncology landscape - Continued report generation and deep-dive insights from the Perception Survey on HCP engagement with new rep models
Linking theory (Classroom learning) with practice at your organisation	- Leveraged classroom learnings in healthcare systems, regulatory affairs, and stakeholder mapping - Used qualitative research methods (learned in academics) for analyzing HCP perception surveys and deriving actionable insights - Synthesized academic exposure on pharma innovation with current KSA oncology trends for content creation in the newsletter
Gaps identified on the working area.	- No significant gaps identified; operations are streamlined. - Processes are efficient with clear communication channels.
Suggestions for improvement	Nothing as such at this stage. Project is going on smoothly.
Plan for the next week	- Finalize internship project presentation covering insights, key deliverables, and strategic learning from Healthark engagement - Continue development of the GCC Oncology Newsletter: finalize formatting, align with medical writers for content integrity, and insert regulatory updates - Aggregate and validate external data on health cluster ACO status and gateway progress in KSA

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Week 10

Name of the Organisation: Healthark Insights
Area/ Department/ Project of Summer Internship Program: AstraZeneca– Oncology Market Monitoring Research
Name of the Student: Adhokshaja Haritas
Roll no: 0598
Stream: MBA(Pharmaceutical Management)
Week no: 10
From: 14/07/2025 to 18/07/2025

Activity Done	- Finalized the internship project presentation encapsulating strategic insights, key deliverables, and outcomes from the engagement with Healthark Insights. - Continued development of the GCC Oncology Newsletter: - Aggregated, reviewed, and validated secondary data on Saudi Arabia's health clusters with a focus on Accountable Care Organization (ACO) status, gateway maturity, and digital health integration trajectories.
Linking theory (Classroom learning) with practice at your organisation	- Applied strategic market research methodologies learned in the classroom to real-time consulting tasks particularly in stakeholder mapping, gap analysis, and competitor benchmarking. - Leveraged academic frameworks to analyze the regulatory ecosystem and business models of healthcare clusters in the GCC. - Applied health economics concepts in newsletter forecasting and reporting, aligning evidence-based practices with commercial implications.
Gaps identified on the working area.	- No significant gaps identified; operations are streamlined. - Processes are efficient with clear communication channels.
Suggestions for improvement	Nothing as such at this stage. Project is going on smoothly.
Plan for the next week	- Complete forecasting on various oncology types with a focus on incidence, market potential, and pipeline innovations across the GCC region. - Finalize and rehearse the internship presentation for delivery to stakeholders - Initiate handover documentation and final summary report, outlining all key contributions and learnings for exit formalities.

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Week 11

Name of the Organisation: Healthark Insights
Area/ Department/ Project of Summer Internship Program: AstraZeneca– Oncology Market Monitoring Research
Name of the Student: Adhokshaja Haritas
Roll no: 0598
Stream: MBA(Pharmaceutical Management)
Week no: 11
From: 21/07/2025 to 25/07/2025

Activity Done	- Delivered the final internship project presentation, summarizing insights, strategic recommendations, and deliverables from the Healthark Insights engagement - Completed the GCC Oncology Newsletter - Finalized secondary research deliverables covering Saudi health cluster performance with a focus on ACO transformation models, digital gateway implementation, and outcomes alignment
Linking theory (Classroom learning) with practice at your organisation	- Applied project management principles (Gantt charts, deliverable tracking) to streamline newsletter execution and ensure milestone adherence. - Utilized healthcare market assessment frameworks from academics in preparing strategic insights for the presentation deck. - Leveraged knowledge of regulatory affairs shaping from coursework to evaluate GCC landscapes
Gaps identified on the working area.	- No significant gaps identified; operations are streamlined - Processes are efficient with clear communication channels
Suggestions for improvement	- Overall internship was a highly enriching learning experience. - Exposure to live consulting projects provided practical grounding in theoretical knowledge - Interactions across medical, regulatory, and strategy verticals offered a well-rounded perspective on healthcare consulting - Recommend continuing such structured intern engagements, as they are valuable platforms for experiential learning and professional growth.
Plan for the next week	--

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Compiled Report

Name of the Organisation: Healthark Insights
Area/ Department/ Project of Summer Internship Program: AstraZeneca– Oncology Market Monitoring Research Deloitte Strategy
Name of the Student: Adhokshaja Haritas
Roll no: 0598
Stream: MBA(Pharmaceutical Management)

Activity Done	• Initial Phase (Week 1–2): Underwent structured induction and consulting-specific training including Excel, slide design, and secondary research techniques. Built Company overview of non-pharma company , sessions on e-mail drafting and overall grooming • Research & Strategy Projects (Week 3–6): • Analyzed competitive dynamics of China’s pharma market, then transitioned to mapping Southwest Airlines' operational model • Conducted deep research into the application of AI in rare and ultra-rare diseases, focusing on diagnostics and digital patient platforms • Studied Klarna’s BNPL model and compared its tech stack and user journey with digital health platforms • Policy & Market Intelligence (Week 7): • Investigated the US tariff system and mapped its ripple effects on the healthcare sector • Profiled executive leadership at Barclays and analyzed the US credit cards industry landscape • Oncology Market Research Project (Week 8–11): • Shifted to AstraZeneca account, driving research on HCP engagement, oncology therapy areas, and regional trends in GCC • Developed and finalized the GCC Oncology Newsletter by coordinating with regulatory experts and aligning cross-functional insights • Conducted stakeholder analysis, perception surveys, and secondary data triangulation on ACO status in Saudi Arabia • Concluded with a strategic internship presentation consolidating insights, challenges, and key deliverables
Linking theory (Classroom learning) with practice at your organisation	• Strategic & Analytical Application: • Frameworks like SWOT, PESTEL, and stakeholder mapping were embedded in market analysis and competitive assessments • Strategic management, regulatory affairs, and healthcare economics guided real-world decision support and client insight generation

	• Technical and Operational Transfer: • Excel dashboards, Gantt tracking, and templated reporting were applied directly from classroom practice into deliverable timelines. • Qualitative and quantitative research skills, honed academically, were crucial in physician surveys and industry deep dive • Communication and Design Execution: • Concepts from business communication and visual storytelling shaped high-quality executive summaries and slide decks • Client-facing content, including the GCC newsletter, reflected structured narrative design, tone calibration, and regulatory rigor
Gaps identified on the working area.	• No operational or process gaps were encountered during the internship. Workflow, team support, and access to resources were consistently structured and efficient
Suggestions for improvement	• Pre-Meeting Research Briefs by Interns Assign interns the task of preparing rapid, structured briefs before stakeholder meetings enhancing contextual clarity and readiness. • Client Simulation Labs Conduct short role-play sessions simulating consulting-client scenarios. This can improve intern agility in high-pressure communication and client thinking. • 'Insight-Nuggets' Micro-Contributions Introduce a model where interns submit weekly 3-line insight posts ("nuggets") from their work fostering micro-reflection and value articulation in consulting rhythm.
Key Learnings	• Strategic Thinking Through Cross-Industry Exposure • While working on projects like Southwest Airlines and Klarna BNPL, I learned how consulting draws on analogical reasoning using operational models from one industry to inspire strategy in another. • These cross-sector analyses sharpened my ability to identify scalable innovations in cost leadership, user experience, and platform design, which I later applied in healthcare contexts, especially for digital patient platforms • Market Intelligence & Research Rigor in Pharma Consulting • Through the China Pharma Market Expansion and AstraZeneca Oncology Monitoring projects, I developed a hands-on understanding of how macroeconomic, regulatory, and competitive forces shape strategic decisions. • This included executing secondary research synthesis, building market entry models, and identifying growth drivers integrating theory (Porter's Five Forces, PESTEL) with real-time consulting data • In the Saudi ACO gateway assessment, I enhanced my ability to validate fragmented data and generate client-aligned insights in the absence of full information a core consulting skill

- **Healthcare System Understanding & Regional Insight**
 - The GCC Oncology Newsletter development deepened my grasp of oncology care pathways, therapy-level mapping, and evolving regulatory frameworks in the KSA and GCC region
 - Working on perception surveys and physician engagement analysis for AstraZeneca gave me perspective on stakeholder behavior salesforce challenges, and rep model dynamics enriching my understanding of commercial operations in specialty pharma
- **Execution Discipline and Project Management**
 - Developed presentation templates, survey trackers, and research summaries
 - Practiced milestone planning using Gantt charts and internal delivery schedules
 - Managed simultaneous tasks, balancing deep work (research, synthesis) with quick-turn deliverables
- **Communication and Consulting-Grade Storytelling**
 - From writing internal research briefs to finalizing client presentations, I honed the ability to frame content using the MECE principle (Mutually Exclusive, Collectively Exhaustive) and top-down communication logic
 - Edited and structured the GCC newsletter with clarity, accuracy, and regulatory alignment, which trained me to write for multi-functional teams regulatory, medical, and commercial
 - Final presentation delivery helped me distill 11 weeks of insights into a concise, executive-ready narrative solidifying my confidence in business storytelling
- **Professional Maturity and Adaptive Learning**
 - The internship environment demanded flexibility transitioning across pharma strategy, regulatory insights, digital health, and policy analysis.
 - This shaped my adaptability and reinforced the value of being proactive, coachable, and insight-driven hallmarks of high-performing consultants.
 - Overall, the engagement transformed theoretical exposure into real consulting maturity by placing me in live business contexts with tangible outcomes.

Signature of the Student

Ashok Kumar

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: Dr. Ashok Kumar Peepliwal sir

Final report Internship IIHMR.docx

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STUDENT PAPERS

PRIMARY SOURCES

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