

Dear Program Director,

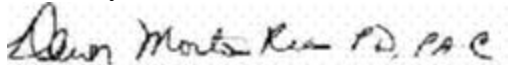
As you may recall, the APAP Development Committee has been working on voluntary guidelines for use by member PA Programs in their interaction with Pharmaceutical Companies and Industry.

The committee recognizes that educational partnership, of any kind, with the pharmaceutical industry is a sensitive issue. It also recognizes that decisions regarding individual PA program partnerships and/or acceptance of educational and other forms of support from the pharmaceutical industry are made at the PA Program and institutional levels.

The APAP Board of Directors and Development Committee believe that PA educators share in the responsibility of teaching PA students how to appropriately interact with pharmaceutical companies and their representatives.

The following voluntary guidelines are intended to provide programs with a framework for interacting with the pharmaceutical industry. Programs are encouraged to adapt these voluntary guidelines to meet program needs as appropriate.

Sincerely,

A handwritten signature in black ink that reads "Dawn Morton-Rias PD, PA-C". The signature is written in a cursive style and is positioned above the typed name.

Dawn Morton-Rias, PD, PA-C  
Chair, APAP Development Committee

## **Voluntary Guidelines for Physician Assistant Programs for Working with GlaxoSmithKline**

The responsibility of Physician Assistant Programs is to provide high quality educational experiences for students which address the development of appropriate knowledge, skills and attitudes.

One of the realities of PA practice is that graduates will be expected to interact appropriately with pharmaceutical reps. It is therefore the responsibility of PA educators to teach students how to maximize the educational value of such interactions.

The following guidelines are intended to provide programs with a framework for interacting with the pharmaceutical industry:

- (1) The PA program should assess the educational value of any support provided by the pharmaceutical company and select only those activities that are of high quality and meet PA student educational needs. Other financial support from the pharmaceutical industry may also be appropriate as long as it advances the educational objectives of the program.
- (2) Those individuals supported by the pharmaceutical industry who assist the program in educational endeavors should ensure that (a) research findings and therapeutic recommendations are based on scientifically accurate, up-to-date information and are presented in a balanced, objective manner; (b) the content of their presentation is not modified or influenced by representatives of industry or other financial contributors, and they do not employ materials whose content is shaped by industry. They may, however, use scientific data generated from industry-sponsored research, and they may also accept technical assistance from industry in preparing slides or other presentation materials, as long as this assistance is of only nominal monetary value and the company has no input in the actual content of the material.
- (3) Any support accepted by PA programs should primarily entail a benefit to patients, and should not be of substantial value. Accordingly, textbooks, modest meals, and other gifts are appropriate if they serve a genuine educational function. Financial support extended by the pharmaceutical company to a program should be documented. Individual gifts of minimal value may be appropriate as long as they gifts are related to the PA student's education (e.g., pens and notepads).
- (4) Funding of scholarships or grants by pharmaceutical companies for PA students may be appropriate as long as the selection of recipients is made by the academic or training institution.

## **Logistical Considerations**

The program director should identify a faculty member to serve as the primary contact with pharmaceutical industry representatives.

The faculty member selected to serve as the primary contact is encouraged to share the outcome of these interactions with program faculty.

For GlaxoSmithKline, programs are encouraged to utilize district managers as their point of contact for educational support rather than local sales representatives.

Programs are encouraged to adapt these guidelines to meet program needs as appropriate.

Programs are encouraged to share their guidelines with those pharmaceutical reps with whom they interact.