

Industry Specific Workshop Series

PHARMACEUTICAL SECTOR



The Institute of
Chartered Accountants
of Pakistan

CA
PAKISTAN

KARACHI

Day I & Day II

February 28 - 29, 2020

ICAP Head Office

9:00 am - 6:00 pm

LAHORE (Video Conferencing)

Day I & Day II

February 28 - 29, 2020

ICAP Lahore Office

9:00 am - 6:00 pm

16 CPD HOURS

(Certificates will be provided)

The program is spread over 2 days. Registration is now open till **February 27, 2020**.

ABOUT ICAP

The Institute of Chartered Accountants of Pakistan (ICAP) was established under the Chartered Accountants Ordinance, 1961 as a self-regulatory body and it operates under the CA Bye-Laws 1983. ICAP is a professional body of Chartered Accountants in Pakistan and represents accountants employed in public practice, business and industry and the public and private sectors.

ICAP professionals are spread across the globe and are in high demand due to their professional competence, high work ethics and drive for professional excellence. Initially on the Institutes' establishment, there were a handful of accountants, however, today the number exceeds eight thousand, and out of this, more than 70% are employed in industry.

The Institute is fully cognizant of the obligation it carries towards its members and committed to provide them with wide array of opportunities for continuous professional development necessary for development of their professional competence.



MESSAGE FROM CHAIRMAN CPD COMMITTEE

ALI LATIF, FCA

COUNCIL MEMBER ICAP

PROGRAM OBJECTIVE

Every sector has a unique environment and specific needs, the knowledge of which is often criteria for entry into the specific sector. For this reason, the Continuing Professional Development (CPD) Committee has initiated the Industry Specific Workshop Series, starting from the Pharmaceutical Sector with similar workshops on other sectors to follow soon. The program aims at familiarizing the participants with industry specific knowledge such as the sector specific legal compliance, business processes, finance expectations and business dynamics, etc.

The two day highly engaging and interactive workshop provides a much needed platform as Specific Sector Orientation for young members who wish to start the career in the pharmaceutical sector as well as for those who may want to switch their sector at any point in their time.

The Industry Specific Workshop on Pharmaceutical Sector is building on the Pharmaceutical Industry Guidelines issued by the ICAP Professional Accountants in Business (PAIB) Committee and provides a unique opportunity to interact, learn and draw benefit from experienced professionals of the Pharma Sector to build sector knowledge.

LEARNING OUTCOMES

- ▶ Familiarity with the business dynamics of the sector
- ▶ Understanding the finance and regulatory requirements
- ▶ Appreciate the key business processes
- ▶ Overall sector orientation

WHO SHOULD ATTEND

- ▶ Freshly qualified CAs
- ▶ CAs who want to change their sector
- ▶ In service professionals in the field who wish to strengthen their knowledge within the discipline

WORKSHOP PROGRAM MODULES

The two-day workshop comprises of the following modules:

Day One	Time
Module 1: Introduction to the Pharma Sector	9:15 am - 10:15 am
Overview of the Pharmaceutical Market in Pakistan	
Market Intelligence	
Top Companies	
Top Brands	
Tea Break	10:15 am - 10:30 am
Module 2: Finance & Regulatory	10:30 am - 12:30 pm
Finance	
Activity	12:30 pm - 1:30 pm
Regulatory Compliance	
Lunch and Prayers	1:30 pm - 2:30 pm
Module 3: Supply Chain, Manufacturing & Quality Assurance	2:30 pm - 4:30 pm
Production	
Supply Chain and Logistics	
Quality Assurance	4:30 pm - 5:30 pm
Module 4: Medical Function	
Day Two	
Module 5: Marketing & Sales Management	9:15 am - 11:15 am
Module 6: Ethics & Compliance including Anti-Counterfeit Measures	11:15 am - 12:45 pm
Lunch and Prayers	12:45 pm - 2:15 pm
Module 7: HR, Training & Development & Future Outlook of the Sector	2:15 pm - 4:00 pm
Typical Pharma Organization	
Key Capabilities	
Scientific Training	
Selling Skills	
Performance Management	
Culture	
Digital Analytics Human Capital Systems	
Question and Answer Session	4:00 pm - 4:45 pm
Certificates Distribution	4:45 pm

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**PHARMACEUTICAL
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REGISTRATION

Per participant fee for two full days is:

	Total
ICAP & ICMAP Members	Rs. 5,000/- (+5% SST Rs. 250/-) Rs.5,250/- Including SST
ICAP Professional Accounting Affiliate	Rs. 4,000/= (+5% SST Rs. 200/-) Rs.4,200/- Including SST
Non-members & others	Rs. 6,500/= (+5% SST Rs. 325/-) Rs.6,825/- Including SST

Payment of the program should be made before **February 27, 2020**.

- Participation will be confirmed subject to receipt of payments and on **First come First basis** due to **limited seats**.
- Duly filled in Registration forms along with the Demand Draft, Pay Order or Cheque in favor of "The Institute of Chartered Accountants of Pakistan" must reach the ICAP Head office latest by **February 27, 2020**.
- All cancellations must be sent in writing at least one day prior to the program. Fee maybe refunded/readjusted on a day's notice prior to the program.
- Registration fee includes: Course material, lunch and refreshments.

For Registration, please click the below link.

<http://member.icap.org.pk/online-registration-for-seminar-workshop/>

For Registration & Information:

SRC Office:

Phone # 99251646
UAN: 111-000-422 | Ext: 315
E-mail: srcicap@icap.org.pk

Lahore Office:

Arshad Mahmood
UAN: 111-000-422 | Ext: 122
E-mail: arshad.mahmood@icap.org.pk