ABPI Exam Workbook
Confidence boosting tips and 200+ MCQs on Units 1-4 (mandatory topics) preparing you for the Certificate/Diploma in the Promotion of Prescription Medicines

CPD for Pharma Professionals
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Author Bio

Hello. My name is Marie McKenzie-Mills. I’m a certified trainer experienced in sales, medical information, training and clinical research in the pharmaceutical industry.

When I took my ABPI Exam, it was a rite of passage, opening doors to all sorts of possibilities with career development in the industry. Little did I know that within ten years of passing it, I’d be helping others take their Exam via my own business.

Keen to develop an edge as a trainer, I took multiple qualifications in Education. Despite all the studying involved, I don’t consider myself an “ideal” student. I get bored easily, and prefer cutting to the chase.

Turns out, that’s what gives me my edge as a trainer - cutting to the chase, giving my trainees exactly what they need.

So, I’ve designed this workbook to familiarise you with the Exam’s format, giving you an opportunity to practice mock papers, with no distractions.

It also coaches you in ways to prepare your study plan.

In essence, you need to start with the end in mind. In other words, find out what’s being assessed (and how) in the ABPI Exam. Focus in on that.

Is that taking a short cut?

Absolutely.

It’s also preparing. Analysing what matters, like: exam technique.

Get ready now.

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1 http://www.mmp4pharma.com/about-our-principal-practitioner--consultant.html
2 https://uk.linkedin.com/in/mariemckenziemillsphd
1. Introduction

Thank you so much for choosing this workbook, and well done on taking steps to prepare for your exam.

I’m going to give it to you straight – you need to study in order to pass the ABPI Exam you’re planning to sit.

I know that’s stating the obvious, but you might be thinking that because it’s a multiple choice question exam that it’s going to be easy; so, you don’t need to make too much of an effort to prepare. Let me say now – that’s a mistake. Huge.

If you want to be successful in this exam (or any other), you need to focus on your exam technique. In the last twenty five years of my training practice, I’ve found that exam candidates’ ability to learn seldom lets them down. Rather, poor study skills cause fear, overwhelm, and ultimately paralysis.

If there is a “secret” to exam success, it’s giving yourself enough time to learn or revise the learning materials on which your exam is based. You also need to have a systematic method for condensing factual information, which can then be effectively memorised and committed to long-term memory. You’ll learn more about this later in the workbook.

Half the battle in any exam is knowing what to expect. Armed with such knowledge, you can then prepare by practising via mock exams.
This workbook is designed to help you **practice your exam technique** whenever, and wherever you like without distractions (like losing your internet connection).

It will support you in your **study plan** as you prepare to take the ABPI Exam for the **Level 3 Certificate/Diploma** in the promotion of prescription medicines.

You’ll practice answering **multiple choice questions (MCQs)** in the format that makes up the Exam (4 possible answers).

You can also print out the mock exam papers for further revision, as often as you wish.

If you’ve any questions or suggestions on how to improve it, then please send your comments or feedback to **marie@mmp4pharma.com**.

Now let’s get started.
9.4 Style of exam questions

All questions in the exam are *multiple choice with four possible answers*, from which you select one correct answer. There is no negative marking. In other words, if you get an answer wrong, marks are not deducted.

9.5 Types of exam questions

The ABPI Exam multiple choice questions or MCQs are designed to test your capabilities with the following:-

1. *Recalling facts from* the ABPI learning manuals
2. *Interpreting* information from the learning manuals
3. *Labelling* diagrams
4. *Interpreting data* in tables or graphs and/or *performing calculations*.

Examples are given in the next section of each of these types of question.
10. Example questions

10.1 Recalling facts

This will include questions based on a specific paragraph of the learning content. For example:

Q1 The heart has four main valves that prevent blood flowing in the wrong direction. Which valve is found between the right atrium and the right ventricle?

   a) Semilunar
   b) Bicuspid
   c) Mitral
   d) Tricuspid

(HINT: See learning materials Unit 2, section 2.2.2.1 Structure of the heart.)

Questions may ask you to identify incorrect statements. Such questions test your knowledge of the learning content across a topic. For example:

Q2 Which of the following statements about the CSF are incorrect?

   a) CSF fills the fluid filled canals and spaces in the brain constituting the ventricular system
   b) The CSF is contained in the arachnoid space
   c) The CSF transports nutrients to the CNS
   d) The CSF protects the CNS from damage by buffering it against physical shocks

(HINT: See learning materials Unit 3, section 3.1.2 The CNS.)

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4 The ABPI also provide example test questions, which are available at https://exams.abpi.org.uk/Pages/Question-guidance.aspx
10.2 Interpreting information

Q3 The peripheral nervous system (PNS) is under both voluntary (somatic) and involuntary (autonomic) control, and consists of all the nervous tissue that does not belong to the central nervous system (CNS). Which of the following is not under the control of the autonomic nervous system?

a) Heart rate
b) Digestion
c) Breathing
d) Perspiration

(HINT: See learning materials Unit 3, section 3.1.3.1)

10.3 Labelling or use of a diagram

Q4 In the diagram below showing a cross section through skin on a cold day, what does the label A indicate?

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a) Nerve fibres in the skin
b) Sweat gland
c) Sebaceous gland in the skin
d) Blood capillaries

(HINT: Read learning materials Unit 2, section 2.6.1 Figure 1).
10.4 Understanding data and performing some calculations

Q6 A pharmaceutical company tested whether a new drug helps slow the progress of osteoarthritis (OA) in a double blind study (i.e. neither the study physicians, nor the study subjects knew whether they’d been randomly allocated to either the treatment group or the control group, who receive dplacebo.)

Three hundred subjects were recruited, and their progress followed over the three-year study duration. Results of the study were analysed at the end of the trial.

Results: Twenty seven of the treated group experienced worsening of their OA during the study, while forty-five in the control group had worsening OA symptoms.

What percentage of the control group experienced a worsening of their OA symptoms during the study?

a) 15%
   b) 18%
   c) 24%
   d) 30%

(HINT: Read learning materials Unit 4, section 4.2.4 Statistics in medicine)
### 10.5 Answers

**Recommended duration:** 5 MCQs in 5 minutes

<table>
<thead>
<tr>
<th>Question</th>
<th>Answer</th>
<th>Hint</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>d</td>
<td>See learning materials Unit 2, section 2.2.2.1 Structure of the heart</td>
</tr>
<tr>
<td>2</td>
<td>b</td>
<td>Read learning materials Unit 3, section 3.1.2 The CNS</td>
</tr>
<tr>
<td>3</td>
<td>c</td>
<td>Read learning materials Unit 3, section 3.1.3.1</td>
</tr>
<tr>
<td>4</td>
<td>c</td>
<td>Read learning materials Unit 2, section 2.6.1 Figure 1</td>
</tr>
<tr>
<td>5</td>
<td>d</td>
<td>Read learning materials Unit 4, section 4.2.4 Statistics in medicine.</td>
</tr>
</tbody>
</table>
15. Bonus offer

Congratulations if you’ve worked your way through all 200+ multiple choice questions (MCQs) in this workbook. You’re closer than ever to achieving exam success.

Don’t worry if you’ve found it daunting, or if your first attempts haven’t quite hit the mark. You’ll get better with practice.

Without exception, in almost twenty years of testing trainees with mock exam questions, I’ve found that most get less than average scores when they first start practising MCQs.

Some find they get muddled by the questions, and others don’t have quite enough confidence in their knowledge of the subject material. That’s why practice is so important.

Research shows that you learn better if you make incorrect choices followed by feedback⁹.

Not only do you begin to commit information to memory, so that it becomes part of your own knowledge bank, but you begin to realise that there’s no magic wand in coming to terms with the ABPI Syllabus.

Only good prep and hard work will get you through.

So, keep up the good work.

In the meantime, why not help others like yourself with their prep, by telling them where to get this workbook?

Better yet, if you’re happy to recommend it, then earn bonus for sharing with friends and colleagues, by signing up directly via this link.

This allows you to spread the word via your own link. When someone uses it, your bonus payment is processed immediately. Go set it up NOW.

You’ll need a PayPal account (the payment method used by my digital marketing platform). Sign up here, if you don’t already have one. It might take them a few days to verify your account, so don’t delay.

Sign up NOW.

Thanks, and good luck in all your endeavours.

Best wishes,

Marie

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P.S. Remember to tell me how you get on.