



Hannaford Corporate Externship Objectives

- Understand the role of a corporate environment and its effects on:
 - Marketing
 - Profitability
 - Strategic decision making
 - Recruitment and retention
 - Pharmacy layout and design
- Be able to identify critical roles in running a retail pharmacy chain
- Posses an understanding of the economics of pharmacy and the effect of decisions and outcomes on those economics
- Place a value on pharmacy training to the organization and be able to discuss the elements of a training program
- Understand the effects of third parties and government on the business of pharmacy

Grading

Presentations (5)	50%
Current Pharmacy Events	20%
Article Reviews	20%
Spot Assignments	10%

Typical Week Schedule

Mon	Tue	Wed	Thur	Fri
Meet Preceptor 9 to 10 am	In house with department member	In house with department member	TRAVEL DAY	In house
Work with in house department member	Free work in afternoon		In Retail	2-4pm Presentation and Discussion with Preceptor

Weekly Schedule of Topics

Week 1:

Pharmacy Training and Government Relations

Week 2:

Pharmacy Operations and Marketing

Week 3:

Third Party, Rx Claims Administration and Computer Support

Week 4:

Pharmacy Human Resources and Pharmacy Operations

Week 5:

Pharmacy Purchasing, Pricing and Supply Chain Management

Weekly Presentations

Due on Friday's at 3pm. Format of presentation will be determined at beginning of the week with preceptor. Formats maybe include: Powerpoint, oral presentation, written paper, poster etc. The presentation should let the preceptor have an understanding of your knowledge of the subject and should last as long as it takes to impart that.

1. Training a quality improvement system
2. SWOT Analysis on a particular market or store
3. Third party analysis
4. Pharmacist supply analysis
5. Inventory analysis