



National Unit specification: general information

Unit title: Pharmaceuticals: Sale and Supply of Medicines and Related Products

Unit code: FH2F 12

Superclass: PE

Publication date: August 2012

Source: Scottish Qualifications Authority

Version: 03

Summary

This Unit has been designed to develop knowledge, understanding, problem solving and practical skills related sale and supply of medicines and related products in a pharmacy. This Unit is an optional Unit of the National Certificate in Pharmacy Services but can also be taken as a free-standing Unit.

It is designed primarily for staff working within community pharmacy. However it may also be suitable for somebody with an interest in the subject area.

Outcomes

- 1 Advise clients on appropriate medicines and related products for the treatment of common disorders
- 2 Solve problems related to the use of medicines and related products in specified healthcare issues

Recommended entry

While entry is at the discretion of the centre, candidates would normally be expected to have knowledge and understanding of the basic principles of pharmacy practice. This could be demonstrated by candidates attaining:

- ◆ Pharmaceuticals: Good Dispensing Practice
- ◆ Pharmaceuticals: Legal and Ethical Controls
- ◆ Pharmaceuticals: Preparation and Use of Pharmaceutical Dosage Forms
- ◆ Standard Grade English at a minimum of Grade 3 or equivalent

National Unit specification: general information (cont)

Unit title: Pharmaceutics: Sale and Supply of Medicines and Related Products

Credit points and level

1 National Unit credit at SCQF level 6: (6 SCQF credit points at SCQF level 6*)

**SCQF credit points are used to allocate credit to qualifications in the Scottish Credit and Qualifications Framework (SCQF). Each qualification in the Framework is allocated a number of SCQF credit points at an SCQF level. There are 12 SCQF levels, ranging from Access 1 to Doctorates.*

Core Skills

Opportunities to develop aspects of Core Skills are highlighted in the support notes of this Unit specification.

There is no automatic certification of Core Skills or Core Skill component in this Unit.

National Unit specification: statement of standards

Unit title: Pharmaceuticals: Sale and Supply of Medicines and Related Products

Acceptable performance in this Unit will be the satisfactory achievement of the standards set out in this part of the Unit specification. All sections of the statement of standards are mandatory and cannot be altered without reference to SQA.

Outcome 1

Advise clients on appropriate medicines and related products for the treatment of common disorders.

Performance Criteria

- (a) The need for referral to a pharmacist is identified correctly and undertaken appropriately.
- (b) Medicinal products(s) for the need(s) of the client is/are identified appropriately.
- (c) Method of use, effects and problems associated with a medicinal product(s) are described correctly.
- (d) Verbal and non-verbal communication skills to meet client needs are demonstrated appropriately.

Outcome 2

Solve problems related to the use of medicines and related products in specified public health issues.

Performance Criteria

- (a) Relevant problems/health risks are described appropriately.
- (b) Suitable medicines and/or related products are identified correctly.
- (c) Method of use of medicines and/or related products are described appropriately.
- (d) Side effects of medicines and/or related products are described appropriately.

National Unit specification: statement of standards (cont)

Unit title: Pharmaceutics: Sale and Supply of Medicines and Related Products

Evidence Requirements for this Unit

Evidence is required to demonstrate that candidates have achieved all Outcomes and Performance Criteria.

Written and/or oral evidence is required to demonstrate that the candidate has achieved all Outcomes and Performance Criteria.

Outcome 1 should be assessed by two role play situations which must be observed and checklists completed. Candidates may use reference materials provided by the centre. The combined duration of the two role plays should not exceed 10 minutes.

Outcome 1

- ◆ Each role play must relate to a different body system.
- ◆ Candidates must identify the need for referral to a pharmacist, and undertake the referral during one role play.
- ◆ Candidates must recommend the use of one medicinal product during one role play.
- ◆ Where the candidate has recommended the use of a medicinal product, they must describe the method of use of the medicinal product, the effects of the medicinal product and one problem associated with use of the medicinal product.
- ◆ Candidates must demonstrate appropriate use of verbal communication skills including 2WHAM questions.
- ◆ Candidates must demonstrate appropriate use of non-verbal communication skills.

Outcome 2 should be assessed by a report, the equivalent of approximately 1,000 words using a minimum of four reference sources

Outcome 2

- ◆ Candidates must research two public health issues.
- ◆ Candidates must identify one suitable medicine and/or related product for each public health issue.
- ◆ Candidates must describe the method of use of the identified medicines and/or related products.
- ◆ Candidates must describe two side effects of the identified medicines and/or related products.

Centres should make every reasonable effort to ensure that the report is the candidate's own work. Where copying or plagiarism is suspected candidates may be interviewed to check their knowledge and understanding of the subject matter.

National Unit specification: support notes

Unit title: Pharmaceutics: Sale and Supply of Medicines and Related Products

This part of the Unit specification is offered as guidance. The support notes are not mandatory.

While the exact time allocated to this Unit is at the discretion of the centre, the notional design length is 40 hours.

Guidance on the content and context for this Unit

Outcome 1

- (a) The need for referral to a pharmacist is identified correctly, and undertaken appropriately
 - ◆ 2WHAM.
 - ◆ Warning symptoms.
 - ◆ Minor Ailment Service
- (b) Medicinal product(s) for the need(s) of the client is/are identified appropriately.
 - ◆ Formulary for Sale of OTC Medicines.
 - ◆ Gastrointestinal: diarrhoea, haemorrhoids, constipation, dyspepsia, colic, irritable bowel syndrome, intestinal worms.
 - ◆ Respiratory: coughs, colds, hayfever.
 - ◆ Musculoskeletal: pain and inflammation associated with muscles and joints including sports injuries, headache and migraine.
 - ◆ Topical: skin, hair, eye, ear, nose, mouth, feet.
 - ◆ Urogenital: cystitis, vaginal thrush, incontinence, dysmenorrhoea.
- (c) Method of use, effects and problems associated with a medicinal product(s) are described correctly.
 - ◆ Route of administration, action, side-effects, problems/interactions/advice.
- (d) Verbal and non-verbal communication skills to meet client needs are demonstrated appropriately.
 - ◆ Open and closed questions.
 - ◆ Appropriate non-verbal cues: posture, facial expression, body language.
 - ◆ Listening skills.

Outcome 2

- (a) Relevant problems/health risks are described appropriately.
 - ◆ Possible public health issues could include smoking cessation, healthy eating, sun exposure, oral health, head lice infestation, malaria prophylaxis, bowel cancer screening, cervical cancer screening,
- (b) Suitable medicines and related products are identified correctly.
- (c) Method of use of medicines and related products are described appropriately.
- (d) Side effects of medicines and related products are described appropriately.

National Unit specification: support notes (cont)

Unit title: Pharmaceuticals: Sale and Supply of Medicines and Related Products

Guidance on learning and teaching approaches for this Unit

The learning and teaching of pharmaceuticals is most effective when concepts, principles, and theories are set in a relevant context eg by making reference to applications of pharmaceuticals in real life situations.

Learning and teaching approaches should include lectures, individual and group work reinforced by handouts and worksheets which should incorporate problem-solving exercises. Worksheets should be designed to encourage students to use a wide range of textbooks and reference sources to solve problems. Student-centred practical exercises and the use of case studies and role-play should be incorporated when appropriate to reinforce teaching.

This Unit must be taught by either a pharmacist or pharmacy technician.

Opportunities for developing Core Skills

There is no automatic certification of Core Skills or Core Skills components for this Unit, however there may be opportunities to develop components of the Core Skills of *Problem Solving* and *Communication* at SCQF level 5.

Guidance on approaches to assessment for this Unit

Outcome 1

Outcome 1 should be assessed by two role play situations which must be observed and checklists completed. Candidates may use reference materials provided by the centre. The combined duration of the two role plays should not exceed 10 minutes

A suggested structure for Outcome 2 could be:

Title
Contents Page
Introduction
Contents
Summary
Bibliography

A minimum of four reference sources, eg (text, journals and websites) should be used.

National Unit specification: support notes (cont)

Unit title: Pharmaceuticals: Sale and Supply of Medicines and Related Products

Opportunities for the use of e-assessment

E-assessment may be appropriate for some assessments in this Unit. By e-assessment we mean assessment which is supported by Information and Communication Technology (ICT), such as e-testing or the use of e-portfolios or e-checklists. Centres which wish to use e-assessment must ensure that the national standard is applied to all candidate evidence and that conditions of assessment as specified in the Evidence Requirements are met, regardless of the mode of gathering evidence. Further advice is available in *SQA Guidelines on Online Assessment for Further Education (AA1641, March 2003)*, *SQA Guidelines on e-assessment for Schools (BD2625, June 2005)*.

Disabled candidates and/or those with additional support needs

The additional support needs of individual candidates should be taken into account when planning learning experiences, selecting assessment instruments, or considering whether any reasonable adjustments may be required. Further advice can be found on our website www.sqa.org.uk/assessmentarrangements.

History of changes to Unit

Version	Description of change	Date
02	Amendments to wording within the 'Guidance on learning and teaching approaches in this unit', bottom paragraph.	10/10/2011
03	Inconsistency across units in Recommended entry Clarification of the wording to avoid ambiguity and over/under assessment. Correction of typos and editing (cut and paste) errors in text.	10/08/2012

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