

The Pharmaceuticals industry represents companies who develop, produce, and market medication. These organizations engage in a wide range of activities, including research and development, manufacturing, and sales.

Although Hogan often works with leaders in the Pharmaceuticals industry (e.g., executives, senior leaders), our breadth in the field extends to a variety of pharmaceutical jobs, ranging from sales representatives to financial managers.

Descriptions of our research processes are located in the study header hyperlinks in the following tables. Further study details are available in each specific job title hyperlink.

<u>ROI Studies</u>	Assessments	Job Family
Sales Representatives (325)	HPI	Sales/Customer Support
Mid-Level Managers (485)	HPI, HDS, MVPI, HBRI	Managers and Executives
Sales Representatives (583)	HPI, MVPI	Sales/Customer Support
Finance Leaders (649)	HBRI	Managers and Executives
Financial Leaders (682)	Custom Cognitive Test	Managers and Executives
Sales Representatives (781)	HPI, HBRI	Sales/Customer Support
Sales Representatives (784)	HPI, HDS, MVPI	Sales/Customer Support
Sales Representatives (785)	HPI, HDS, MVPI	Sales/Customer Support

<u>Validity Generalization Studies</u>	Assessments	Job Family
Senior Leaders (746)	HPI, HDS, MVPI	Managers and Executives
Area Sales Managers (752)	HPI, HDS, MVPI	Managers and Executives
Management Employees (769)	HPI, HDS, MVPI	Managers and Executives
Brand Sales Representatives (902)	HPI, MVPI	Sales/Customer Support

<u>Competency Studies</u>	Assessments	Job Family
MBA Candidates (570)	HPI, HDS, MVPI	Managers and Executives
Executives (877)	HPI, HDS, MVPI	Managers and Executives
Leaders (954)	HPI, HDS	Managers and Executives
Sales Representatives (987)	HPI, HDS, MVPI	Sales/Customer Support
Managers (991)	HPI, HDS, MVPI	Managers and Executives
Leaders (1012)	HPI, HDS, MVPI	Managers and Executives