

CNPR Practice Test Questions and Answers

1. What does HIPAA primarily regulate?

- A) Pharmaceutical manufacturing.
- B) Healthcare information privacy
- C) Marketing drug samples.
- D) Scheduling drug meetings.

2. What does the term 'antipyretic' refer to?

- A) Pain reliever
- B) Anti-inflammatory
- C) Fever reducer
- D) Blood thinner

3. Why is active listening important in sales?

- A) To correct the client frequently.
- B) To plan your next pitch.
- C) To gather information and respond meaningfully
- D) To minimize talk time.

4. What is the NDA in the drug approval process?

- A) New Development Application
- B) National Drug Authority
- C) New Drug Application
- D) National Drug Approval

Answers: 1-B 2-C 3-C 4-C

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