

*The School of Pharmacy Relations Committee has developed some talking points that Diplomats may use when talking with faculty and Deans. If you have any suggestions, please email [studentdevelopment@amcp.org](mailto:studentdevelopment@amcp.org).*

**Concern:** What is managed care pharmacy?

**Suggested Response:** The practice of managed care pharmacy applies clinical and scientific evidence to support the appropriate use of medications to enhance patient and population health outcomes while optimizing the use of limited health care resources. As we say at AMCP, it is about getting patients the medication they need at a cost they can afford. Managed care pharmacists work primarily in health plans, PBMs, IDNs, and pharmaceutical companies. I'd be happy to sit down with anyone who is willing to learn more to talk about what this field is really all about.

**Concern:** We don't have any qualified faculty to advise this organization.

**Suggested Response:** Many resources are available to help prepare individuals to advise local chapters, including diplomats like me. I can help get you started and answer questions as they come up.

**Concern:** What resources exist to help expand managed care offerings within my program?

**Suggested Response:** AMCP has developed a [sample curriculum](#) for instituting a 12-week managed care elective course. It has everything you need to get started.

[Numerous slide decks](#) are available for your use on various managed care topics. Additional resources can be found in the "What is managed care pharmacy?" section of [www.amcp.org](http://www.amcp.org) under the "About" tab. Some schools also use the [Fundamentals of Managed Care Pharmacy online certificate program](#) in their curriculum. Bulk pricing is available for over ten students.

**Concern:** Why do I need managed care within my program?

**Suggested Response:** Besides exposing students to a new field of practice, managed care focuses heavily on ACPE educational outcomes, including increasing their knowledge regarding the social/behavioral/administrative sciences; 2.4 Population-Based Care; and 4.3 Entrepreneurship, by understanding how different entities within the healthcare system are reimbursed can help individuals who are interested in owning their own business.

**Concern:** There are too many organizations on our campus and not enough members.

**Suggested Response:** AMCP offers students a great opportunity to get involved in a growing area of practice. The skills they can obtain through this organization can help them in any field of practice. Many schools don't offer courses in managed care, so this is an excellent opportunity to teach students about this unique field outside the typical curriculum.

**Concern:** Our pharmacy school must divide available funds amongst all the clubs evenly. Bringing more organizations to campus cuts funding for other organizations.

**Suggested Response:** It is a tough issue. Existing job markets are becoming saturated, and students need to differentiate themselves. This is their opportunity to develop interests in alternative areas of practice.

**Concern:** The dues are too high for students.

**Suggested Response:** Actually, AMCP is one of the less expensive organizations for students to join. Dues are only \$45 /year.

**Concern:** What value does AMCP membership give to pharmacy students?

**Suggested Response:** AMCP student pharmacists members have access to numerous resources on [www.amcp.org](http://www.amcp.org), networking opportunities at national and regional meetings, mentoring through our mock interview and conference buddy programs, online education, and the chance to grow as professionals by participating in the AMCP Foundation P&T competition.

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