



# R<sub>x</sub> FOR SUCCESS: STUDENT EDITION

## HOWARD UNIVERSITY COLLEGE OF PHARMACY



### Professionalism Certification Workshop: An Employer's Point of View

By: Safiya Ransome, P2

**Q: Dr. DeVane, speaking from your position as an employer, what were your impressions of the Professionalism Certificate Workshop at HUCOP?**

I think it's something that is unique right now, and not many schools that I know of are doing such a workshop. Certainly, when I conduct interviews for pharmacy positions, there is definitely that need for knowing how to talk to people. It's important to know how to influence people to focus on the task at hand, such as taking care of patients and focusing on the workflow. I think the fact that Howard is offering such a class is very beneficial. It helps to prepare you all to be very successful once you become pharmacists.

**Q: Do you often encounter graduates who have not had such training during their time in pharmacy school?**

Yes, I want to say that unless someone has done something on their own, it's not common at all. Generally, it just does not happen.

**Q: Coming from a business standpoint, it seems that you would have to incorporate that aspect into training newly employed pharmacists. Do you think it would help you as an employer, if schools were to incorporate this type of training prior to graduation?**

I think it will help greatly because we will have more qualified pharmacists going into our stores. Every pharmacy school nationwide prepares their students for the clinical aspects of pharmacy; but it's so much more than that, especially when you're looking into the community setting. It really is about networking with your community and getting to know your community. As well as handling any issues that may arise behind the counter, whether it may be conflict between two technicians or an unhappy customer. It is really important to grasp how to talk to people and focus on the tasks at hand.

**Q: How do you think that pre-graduation professionalism training affects one's hire-ability? How does it really make you stand out in the saturated market?**

Well, it helps you stand out because you took the extra step to personally enhance your background. You've taken the time out to make yourself more professional and better prepared to handle the real world and what it's going to throw at you. And certainly that's something that not every person coming out [of school] has mastered. Anyone that participated in the professionalism workshop should certainly boast about that on their resume and even point it out during interviews. I think it's something that's unique and it will set you up for success.

Steven DeVane, Pharm.D is Wal-Mart's Regional Talent Specialist & Campus Relations Manager

### APP OF THE MONTH

#### OMNI STUDY



- Organize classes and professors.
- Keep track of your grades and set goals for progress.
- Get push notifications for assignments.
- Available on the Apple App Store.

### PROFESSIONALISM CERTIFICATION WORKSHOP REVIEW

BY: AMANZE AHARANWA, P1

#### HOW TO WIN FRIENDS AND INFLUENCE PEOPLE BY DALE CARNEGIE

The second session of the professional development workshop focused on how to win friends and influence people. I was eager to learn new techniques that could help me in the professional world. Here are some highlights from the workshop:

- Winning people over to your way of thinking by showing respect for their opinions.
- How to handle complaints, avoid arguments, and keep interactions smooth.
- Employing assertiveness without disrespect.
- Diffusing conflict by being empathetic and by being a good listener.
- Making people like you: showing genuine interest, smiling, sincerely making them feel important.

Professional is not a label you give yourself – it's a description you hope others will apply to you.

- David Maister, "True Professionalism"



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### FOR STUDENTS, BY STUDENTS

Lominger Competencies are a tool used by many of today's companies as a measure of employee talent. Understanding and mastering these competencies now will make you stand out amongst your colleagues.

In this issue, we ask students: **What does "Interpersonal Savvy" mean to you?**

To me, "interpersonal savvy" is the skill that helps build relationships between people and allows them to work and communicate effectively in everyday situations. I believe that our experiences in working in teams in pharmacy school has personally helped me build my interpersonal skills. I've learned how to cooperate with others and how to handle high stress situations in a constructive manner to get projects done successfully. I believe that all students should develop this skill while in school whether through group projects or being members of student organizations because they will be able to implement it when they begin working in the real world (a professional environment).

- **Aulia Shariat, P2**



People that possess interpersonal savvy are able to work with a variety of people. They are not only very observant and intuitive, but they are also flexible and adaptable. They are able to embrace our differences and recognize our similarities to develop a unique relationship with each individual person that they meet.

- **Adaku Ofoegbu, P2**



For more information about the Lominger Competencies, please [click here](#).

### TRIVIA QUESTION

Which of the following states has provided its Pharmacists with Health Care Provider status?

- A. Maryland
- B. New York
- C. Alaska
- D. California

March Trivia Answer:

D - BCPC is not a Board Certification

### Professional Opportunities

- Mentoring Circle With Wal-Mart Pharmacy Executives
  - Date: April 1st, 2014, 5:00PM-6:30PM in CCH207
  - Light Refreshments Served, Opportunities for Pharmacy Intern Positions
- [IACP Student Writing Competition](#)
  - Due: April 15, 2014
  - \$500
- [Tylenol Future Care Scholarship](#)
  - Applications Opening Soon
  - \$5,000 and \$10,000 Awards

### PROFESSIONALISM AND PROFESSIONAL DEVELOPMENT



*"Developing professionally one moment at a time"*

Oluwaranti Akiyode, Pharm.D. BCPS, BC-ADM, CDE, Director

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