



Identifying Skills for Impactful Remote Insights Generation and Capture

Challenges and Solutions in Remote Interaction

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Webinar Outcomes

Everyone will leave the webinar better able to:

- Identify ways in which they can engage a HCP remotely in order to generate quality insights
- Capture valuable insights that have strategic impact in a collaborative way

Agenda

01 Introduction

02 The Medical Insights Framework

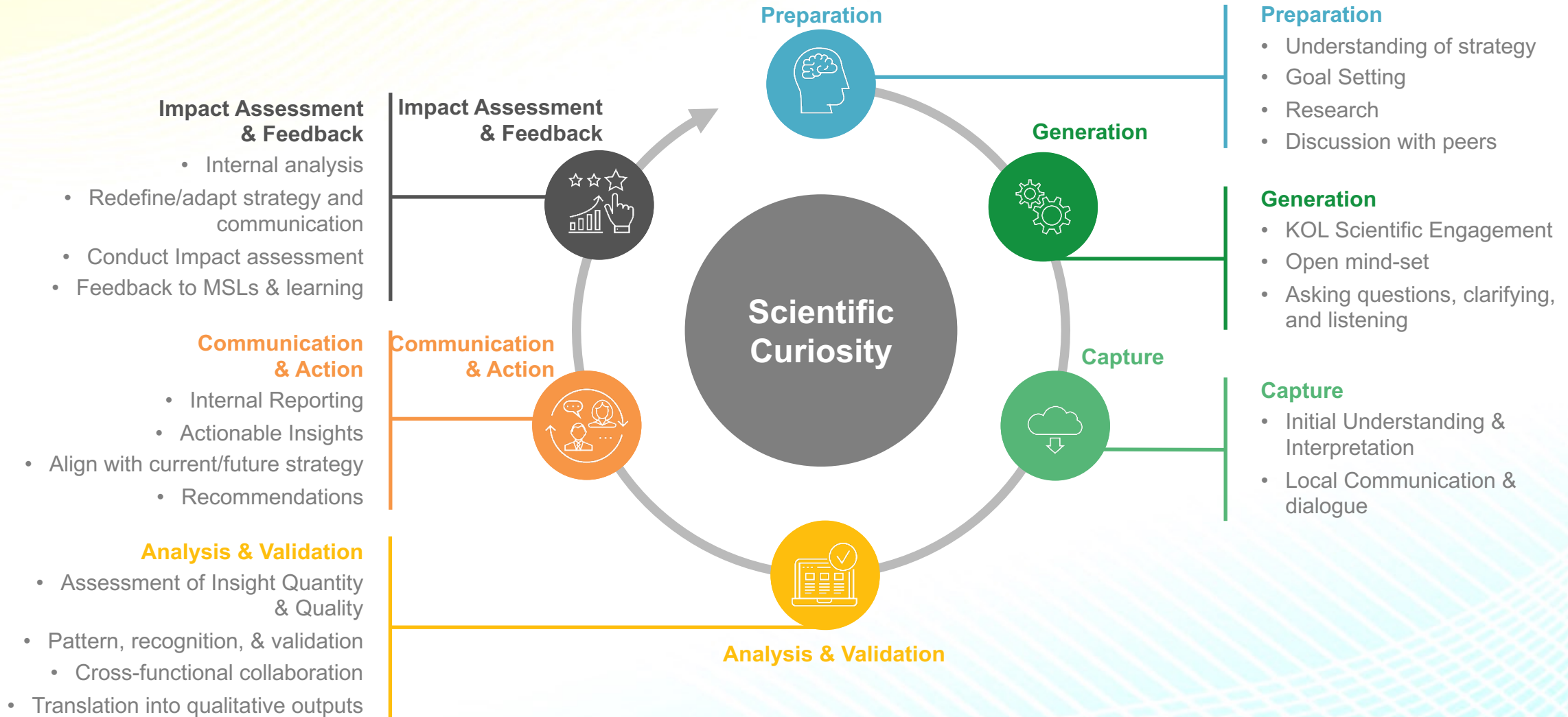
03 Facilitated Panel Discussion

04 Q&A

05 Close

The Medical Insights Framework (video)

The Medical Insights Framework



Poll Question

Which of the following elements of the Medical Insights Framework is the most critical to your role?

- Preparation
- Generation
- Capture
- Communication and Action

Question 1




What challenges are MSLs facing when generating insights in a **remote** environment?

Question 2

What are the key skills an MSL needs for effective insights generation?

Question 3



When capturing an insight in a CRM following a visit, what does good look like?

Q&A