



## Frequently Asked Questions – IUSM Industry Relations Policy

This FAQ document was created to help answer common questions related to conflict of interest and industry relations within IUSM. As more questions arise, we will update this document accordingly. For the official policy, please see this website. <http://medicine.iu.edu/resources/conflict-of-interest-policy-at-iusm/>

### Can I participate on a Speaker's Bureau?

*The answer is "no". Current literature demonstrates that influence exists when speakers are provided with financial compensation from industry companies, even if personnel feel that they can manage the influence. Many other medical schools have restrictions on faculty participation on a Speaker's Bureau.*

### How should I disclose any interests with industry when giving a talk to medical students or residents?

*A simple slide or verbal mention of one's interaction will suffice to meet this requirement.*

### May a faculty member have a consulting relationship with industry?

*The answer is that "it depends". If the relationship is primarily for commercial marketing, then the answer is "no". If it is for scientific activities, that is allowed.*

### Does this mean that IUSM wants to prohibit all interactions with industry?

*Absolutely not. This policy was put into place for faculty to understand clearly what is and what is not permissible with regards to interactions with industry. Interactions with industry, when managed appropriately, can lead to innovations in medical care which can ultimately improve patient care outcomes. However, the key part of that phrase is "manage appropriately". An overview of the policy is included on the website, which describes a key to principled collaboration between academia and industry.*

## **If I am an expert and have performed research with industry on a product going before the FDA, am I allowed to speak to the FDA?**

*This is an example of “collaboration to further scientific inquiry”, and is allowed (and encouraged).*

## **Can my department host a Continuing Medical Education (CME) educational activity with industry present?**

*An industry marketing representative may not be a formal “speaker” at an IUSM CME event. Industry exhibitors are allowed for CME activities off campus, but NOT on campus. The reason for this difference between on campus versus off campus is related to the strong emerging literature about the influence of industry interactions with trainees and/or medical students. Unrestricted educational grants from industry are allowed for any CME event, and a process exists for obtaining such grants through the IUSM CME office.*

## **What constitutes “on campus” and “off campus”?**

*With respect to Indianapolis and the academic medical center, “on campus” refers to buildings where direct patient care or medical education occurs, and includes sites such as the Roudebush Veterans Administration Hospital, the Medical Science building, Eskenazi Health, Riley Hospital for Children, the Neurosciences Center, IU Health – University Hospital, and IU Health – Methodist Hospital. Examples of “off campus” include any downtown Indianapolis hotel, the History Center, or the Ritz Charles conference center in Carmel, Indiana.*

## **If I want to attend a dinner event sponsored by industry, may I attend?**

*IUSM discourages attendance at such events, but realizes that it is unenforceable. Thus, it is still allowed, but discouraged.*

## **If I want to speak at a dinner event sponsored by industry, may I do so?**

*The answer is “no”. This is an example of being a member of a speaker’s bureau, which is prohibited.*

## **May a pharmaceutical sales representative be present on campus to provide samples to patients?**

*Pharmaceutical sales representatives should not be allowed access to faculty, staff or trainees. However, faculty may meet with industry scientists to discuss research collaborations. Sales representatives are never allowed in patient care areas. In addition, because each of the health systems where IUSM faculty care for patients may have slightly different policies, the IUSM policy is that faculty should follow the rules and regulations of the institution in which they work/care for patients. If drug samples are allowed within the health system, IUSM has a detailed description of what is and what is not allowed regarding collection, management and distribution of those samples.*

## **How should a pharmaceutical scientist identify himself/herself?**

*IUSM faculty may elect to meet pharmaceutical scientists on campus for education or research discussions. Those scientists should wear an appropriate badge. Permission for such discussions is at the discretion of IUSM faculty at the department level. These discussions are never permitted in patient care areas.*

## **May a medical device representative be present within the operating room?**

*Access of medical device representatives to patient care areas should be limited to in-service training and technical assistance on devices. Those representatives are prohibited from selling devices or conducting marketing business while in patient care areas.*

## **May a medical device representative who oversees diagnostic equipment interact with IUSM physicians?**

*The answer is “yes”, for demonstration of comparing and purchasing equipment, and especially for education or training about the equipment. This should NOT occur in patient care areas.*

## **May a volunteer faculty member who is teaching medical students/residents at a community site have pharmaceutical samples in their office?**

*Yes, they are allowed to have samples, as long as doing so is allowed by the health system in which that faculty member is employed. The trainees/students should be educated about the influence of industry.*

## **Does IUSM have a curriculum on industry relations and conflict of interest?**

*Yes, it does. The undergraduate curriculum includes this content in specific courses, most notably within the Pharmacology course. Each residency program has its own way of educating trainees about this curricular material. Educational modules for faculty are being developed.*

## **May a faculty member receive gifts from industry?**

*Gifts are strictly prohibited. The written policy outlines examples of gifts.*

## **May a faculty member receive meals from industry?**

*Meals for IUSM-related events may NOT be directly funded by industry. IUSM personnel may partake of meals at national/regional meetings (such as at one's specialty society) and should be aware of the Sunshine Act and the Open Payments website.*

## **Can I be a member of a Pharmacy and Therapeutics Committee if I have a relationship with industry?**

*IUSM personnel with industry relationships may NOT serve as voting members of such committees.*

## **Am I allowed to include my name on a manuscript submitted for publication that I did not write?**

*This is known as "ghostwriting", and is strictly prohibited.*

## **Can my department receive funds from industry for a fellowship?**

*The answer is "yes". The funds must be routed through the IU Foundation account, and industry must not be allowed to choose the fellow, or the fellowship curricular material.*

## **Does this policy apply to volunteer faculty at IUSM?**

*This policy applies to all persons holding a faculty appointment with the IUSM. This includes tenure and non-tenure track faculty, full-time and part-time faculty, as well as affiliate and volunteer appointees.*

*For specific guidelines regarding volunteer faculty, see the section about the “extension to community education settings”.*

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