

Independent Grants for Learning & Change (IGLC)
Track 2 - Call for Grant Applications (CGA)
Enhancing General Pharmacists Patient Communication Skills

I. Background

The mission of Pfizer Independent Grants for Learning & Change (IGL&C) is to partner with the global healthcare community to improve patient outcomes in areas of mutual interest through support of measurable learning and change strategies. “Independent” means that the projects funded by Pfizer are the full responsibility of the recipient organization. Pfizer has no influence over any aspect of the projects and only asks for reports about the results and the impact of the projects in order to share them publicly.

Through this CGA we encourage organizations to submit grant requests that, if funded, will support education in a specific disease state, therapeutic area, or broader area of educational need. Educational activities should not be focused on products specific to Pfizer.

When a CGA is issued, it is posted on the IGL&C website in the [Grants Process section](#) and is sent via e-mail to all registered users in our grants system. Some CGAs may also be posted on the websites of other relevant organizations.

II. Eligibility

Geographic Scope:	<input checked="" type="checkbox"/> APAC Region: Australia, India, Indonesia, Malaysia, New Zealand, Pakistan, Philippines, Singapore, South Korea, Thailand, and Vietnam
Applicant Eligibility Criteria:	<p>The following may apply: medical, professional schools; healthcare institutions (both large and small); professional associations and medical societies; medical education companies; and other entities with a mission related to healthcare professional education and/or healthcare improvement.</p> <p>More information on organizations eligible to apply directly for a grant can be found at http://www.pfizer.com/files/IGLC_OrganizationEligibility_effJuly2015.pdf.</p> <p>In addition, the organization submitting the grant request must be based in one of the following APAC Region countries: Australia, India, Indonesia, Malaysia, New Zealand, Pakistan, Philippines, Singapore, South Korea, Thailand, and Vietnam.</p> <p>Collaborations within institutions (e.g., between departments and/or inter-professional), as well as between different institutions/organizations/associations, are encouraged. All partners must have a relevant role, and the requesting organization must have a leadership role.</p>

III. Requirements

Date CGA Issued:	May 15, 2018
Clinical Area/Topic:	Shared Decision-Making for Pharmacists
Specific Area of Interest for this CGA:	<p>Shared decision-making is a process through which the pharmacist and patient engage in a dialogue to determine how best to manage a patient's course of treatment. As part of this process, the pharmacist explores with the patient the nature of the condition, facilitates comparisons around what options are available to manage it, helps the patient construct preferences about which option best fits their values and circumstances, and creates a plan with the patient around how to implement the chosen management strategy. These conversations are facilitated with trust and are often ongoing as the patient's life and disease-course change. To ensure success, it is often useful to include family or caregivers who can support the patient and help implement the chosen management strategy.</p> <p>Background</p> <p>Pharmacists are health care professionals whose professional responsibilities include seeking to ensure that people derive maximum therapeutic benefit from their treatments with medicines. This requires them to keep abreast of developments in pharmacy practice and the pharmaceutical sciences, professional standards requirements, the laws governing pharmacy and medicines and advances in knowledge and technology relating to use of medicines. This can only be achieved by an individual's personal commitment to Continuing Professional Development³</p> <p>The role of pharmacists have evolved beyond dispensing, and they now play more clinical roles. Pharmacists are involved in ward rounds to advise on drug interactions, conduct home care visits and medication reviews, and provide immunisation services.⁴</p> <p>Effective communication, involving patients in decisions about their care and where pharmacists should be "having conversations with patients that are tailored to their needs and their preferences, not using a 'one-size-fitsall' approach to communication, taking every opportunity to make sure a pharmacist or pharmacy technician talks to a patient about their medication"⁵</p> <p>It is our intent to provide an independent grant to a organizations who will design a continuing education program(s) that would enhance knowledge and patient care within the APAC region</p> <p>For the purposes of the CGA, applicants are encouraged to design programs or initiatives that explore or address gaps in communication for pharmacists</p>

	<p>Applicants are strongly encouraged to consider and explore one or more of the following issues and opportunities within their proposed project:</p> <ol style="list-style-type: none"> 1. When is the optimal time to deliver shared decision-making interventions? (e.g. pre-visit vs. in-visit vs. post-visit vs. combination) 2. How active should pharmacists be in shaping patient preferences? 3. How should shared decision-making education occur? (e.g. interventions targeting both patients and providers at the same time vs. those that focus solely on patients or solely on providers) 4. How can shared decision-making protocols be better integrated into existing, busy clinical workflows to facilitate practical implementation? 5. Who should be involved in shared decision-making conversations? (e.g. pharmacists, family, or caregiver involvement) 6. How can shared decision-making be personalized and/or targeted? <p>References:</p> <ol style="list-style-type: none"> 1. FIP statement of professional standards: continuing professional development; International Pharmaceutical Federation, Nice 2002 2. Pharmacist Insight Forum APAC 2017 ,Virtual Meeting, 10 November 2017 3. Patient Centered Professionalism in Pharmacy: General Pharmaceutical Council; Discussion Paper : April 2015 4. The Seven-Level Outcomes Model; AACME. Based upon: Moore DE Jr, Green JS, Gallis HA. Achieving desired results and improved outcomes: integrating planning and assessment throughout learning activities. J. Contin Educ Health Prof. 2009;29(1):1-15
<p>Expected Approximate Monetary Range of Grant Applications:</p>	<p>Individual projects requesting up to \$100,000 will be considered.</p> <p>The grant amount Pfizer will be prepared to fund will depend upon the evaluation of the proposal and costs involved and will be stated clearly in the approval notification.</p>
<p>Key Dates:</p>	<p>CGA release date: May 15, 2018</p> <p>Grant application due date: June 26, 2018 Please note the deadline is midnight Eastern Time (New York, GMT -5).</p> <p>Anticipated Grant Award Notification Date: August 7, 2018</p> <p>Grants distributed following execution of fully signed Letter of Agreement</p> <p>Period of Performance: August 2018 to August 2020</p>

<p>How to Submit:</p>	<p>Please go to the specific application log-in page.</p> <p>First-time users should click “REGISTER NOW”. If you have already registered, simply log in and enter the invitation code below.</p> <p>Invitation Code: 86286MV5SL</p> <p>Select the following Educational Area: APAC Patient Communication Skills</p> <p>Requirements for submission: Complete all required sections of the online application and upload the completed CGA template (see Appendix). If you encounter any technical difficulties with the grant management system, please click the “Need Support?” link at the bottom of the page.</p> <p>IMPORTANT: Be advised applications submitted through the wrong application type and/or submitted after the due date will not be reviewed by the committee.</p>
<p>Questions:</p>	<p>If you have questions regarding this CGA, please direct them in writing to Renee Yip, at (renee.yip@pfizer.com), with the subject line “APAC Patient Communication Skills”</p>
<p>Mechanism by which Applicants will be Notified:</p>	<p>All applicants will be notified via email by the dates noted above.</p> <p>Applicants may be asked for additional clarification or to make a summary presentation during the review period.</p>

IV. Terms and Conditions

Please take note every Call for Grant Applications (CGA) released by Pfizer Independent Grants for Learning & Change (IGLC) is governed by specific terms and conditions. These terms and conditions can be reviewed here: http://www.pfizer.com/files/PfizerIGLC_CGA_TermsandConditions_2017Nov.pdf

Appendix: CGA Grant Submission Template

Grant Applications should be single-spaced using Calibri 12-point font and 1-inch margins. Note there is a **15-page limit** exclusive of references. Please include the following:

- A. Title
- B. Organizational Detail: Describe the attributes of the institutions/organizations that will support and facilitate the execution of the project, the leadership of the proposed project, and the specific role of each partner in the proposed project.
- C. Goal: Briefly state the overall goal of the project.
- D. Objectives: List the objectives you plan to meet with your project, in terms of learning and expected outcomes.
- E. Assessment of Need: Include a quantitative baseline data summary, initial metrics, or a project starting point (please cite data on gap analyses or relevant patient-level data that informs the stated objectives) in your target area.
- F. Target Learner Audience: Describe the primary audience(s) targeted for this project. Indicate whom you believe will directly benefit from the project outcomes. Describe the overall population size as well as the size of your sample population.
- G. Project Design and Methods: Describe the planned project, the educational approach, and the way the planned methods address the established need.
- H. Innovation: Explain what measures you have taken to assure that this project idea is original and does not duplicate other projects or materials already developed. Describe how this project builds upon existing work,

pilot projects, or ongoing projects developed either by your institution or other institutions related to this project.

- I. Outcomes Evaluation: In terms of the metrics used for the needs assessment, describe how you will determine if the gap was addressed for the target group. Identify the sources of data you anticipate using to make the determination. Describe how you expect to collect and analyze the data. Explain the method used to control for other factors outside this project (e.g., use of a control group or comparison with baseline data). Quantify the amount of change expected from this project in terms of your target audience. Describe how you will determine if the target audience was fully engaged in the project.

Impact assessment may include the following elements: ⁶

- Participation – no. of learners
 - Satisfaction – expectations met with regard to content and delivery of program
 - Knowledge – based on information uptake
 - Competence – based on information dissemination
 - Performance – based in practice setting
 - Patient outcomes
- J. Dissemination Plan: Describe how the project may have extended benefit beyond the grant. Will the teaching materials be made available to others to use? Will there be tools or resources that are made publicly available beyond the initial project. Describe how the project outcomes might be broadly disseminated.
- K. Timeline
- L. Additional Information: If there is any additional information you feel Pfizer should be aware of concerning the importance of this project, please summarize it in within the page limitations.
- M. References (outside the 15-page limit)
- There is no designated format for references
- N. Budget (See template available in application)
- While estimating your budget please keep the following items in mind:
 - Grants awarded by IGLC cannot be used to purchase therapeutic agents (prescription or non-prescription).
 - Pfizer maintains a company-wide, maximum allowed overhead rate of 28% for projects.
 - A separate Excel file should be uploaded. This does not count toward the page limit.
 - An example of the budget template can be found here:
<http://cybergrants.com/pfizer/docs/KnowledgeGapBudgetTemplate2015.xls>
 - At the conclusion of your program, a reconciliation of expenses is required using the original budget file submitted.

Grant Applications should be single-spaced using Calibri 12-point font and 1-inch margins. There is a **15-page limit** exclusive of references. If extensive, references may be included on 1-2 additional pages.