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**Providers and Industry:
An Informal Roundtable Discussion to Explore
Working Through and With Conflicts of Interest**

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Agenda for Discussion

- Overview - What Creates Conflict of Interest or the Appearance of a Conflict with Industry in the Health Care Setting
- Current Guidance and Trends
- Best Practices in the Academic Setting



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Relationships with industry are positive and important to the academic enterprise

- Advancement in diagnosis and treatment
- Early access to the “latest and greatest” drugs and devices
- Financial support for research (investigator initiated projects)
- Unrestricted funding for educational programs



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Relationships With Industry Can Create Conflicts of Interest

- Potential to influence treatment selection for reasons other than patient welfare
- Potential to influence priorities in teaching or research
- Create the appearance of impropriety even where none exists
- Erode public confidence



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Seven Key Vendor Practices That Create Conflicts of Interest

1. Food and gifts, even small items
2. Vendor-paid CME registration, etc.
3. Vendor speakers bureau & consulting fees
4. Ghostwriting professional journal articles
5. Drug samples
6. Research grants
7. Preceptorships



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How To Manage Conflicts of Interest

- Eliminate practices that add little or no academic or clinical value [create COI or appearance of COI (i.e., gifts)]
- Create an arms-length relationship with industry where possible
- Limit activities where COI or appearance of COI is inevitable (i.e., industry representative activities)



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Resources and Discussion Documents

- AAMC Research Report – The Scientific Basis of Influence and Reciprocity
- ACCME Standards for Commercial Support
- Sample policy and/or guidelines from Private and Public Academic Medical Centers



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