

Medmarc *Protect*™

Risk management solutions for the medical technology and life sciences industry



Products Liability Training Programs for Employees

Employees of medical technology and life sciences companies are frequently unfamiliar with basic products liability concepts and are not aware of the potential **products liability risks** that can arise from the performance of **day-to-day job functions**. Training employees to recognize and respond appropriately to potential products liability exposures can be an effective risk management tool. Through Medmarc *Protect*, we offer a variety of educational programs to assist companies **heighten products liability awareness** throughout their organizations.

What are Medmarc's most popular training courses?

Writing Defensively: Employees sometimes inadvertently create products liability risks when they create documents. This course teaches participants to recognize the type of written information that plaintiffs find useful and avoid creating documents that can be damaging.

Sales Reps in the OR: Sales representatives ("sales reps") provide physicians with critical information about the product. However, there are significant products liability risks associated with sales reps who enter clinical settings, such as operating rooms. This course teaches sales reps to recognize and mitigate products liability risks associated with clinical settings.

Preventing Off-Label Promotion: Companies typically neglect to educate their employees about the products liability consequences of off-label promotion. This course explains the relationship between off-label promotion and products liability and helps employees recognize off-label practices and avoid engaging in them.

Other popular courses are:

- *Products Liability 101*
- *Contracting for Non-Lawyers*

- *Developing Warnings & Instructions to Reduce Products Liability Risks and Communicate Effectively*

Can you address training topics that are unique to my company's particular needs?

Yes. We recognize that a company's training requirements are determined by the company's product line, operational structure, and products liability claims history or potential. For this reason, we can customize our existing curriculums to address your company's unique training needs.

If we have not already developed a course on a particular topic, we can develop one specifically for you upon request.

In what format are courses presented?

Most of our courses are designed to be conducted on location at a company's site. In some instances, depending on course content, courses can be conducted remotely as webinars.

Who conducts the training courses?

We use the expertise of attorneys, engineers, regulatory compliance, and insurance specialists to bring a multi-disciplinary approach to presenting course materials.

Our training programs may be included as a complimentary service to our policyholders or are available on a discounted basis, depending on the specific needs of the company. We also conduct these programs for companies that are not insured by Medmarc on a fee-for-service basis. **Contact your broker or our Loss Control Department for more information.**

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