



KNOWLEDGE CHECK

# Introduction



The Knowledge Check that follows consists of 10 questions. You must score 80% or higher to successfully complete this course.

If you haven't done so already, take a few minutes to review the Quick Reference Cards, which are available in the Resources section.

When you are ready, click the **Knowledge Check** button.

[Knowledge Check](#)



## KNOWLEDGE CHECK

# Feedback



Congratulations! You have successfully passed the Knowledge Check and completed the course.

Please review your results below by clicking on each question.

Once you are done, you must click the **EXIT [X]** icon in the course title bar before closing your browser window or browser tab.

## ✔ Question 1

Liu, an Abbott sales representative, is pressured by Dr. Collins, a customer, to pay an incentive to use her products. If Liu pays the incentive, who would most likely face prosecution under the Anti-Kickback law?

1. Liu.
2. Liu and Dr. Collins.
3. Liu, Dr. Collins, and Abbott.

**Feedback: That's correct!**

Liu, Dr. Collins, and Abbott could all be liable under the Anti-Kickback law. It is important to remember that all parties involved in an illegal kickback can be prosecuted, irrespective of who initiates the transaction.

## ✔ Question 2

## ✔ Question 3

## ✔ Question 4

## ✔ Question 5

## ✔ Question 6

## ✔ Question 7

## ✔ Question 8

## ✔ Question 9

## ✔ Question 10



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✔ Question 1

✔ Question 2

Under the False Claims Act, healthcare companies and their employees can face prosecution for which of the following?

*Check all that apply.*

1. Submitting or causing someone else to submit false information about the actual cost of the medicines, tests, and devices the government is reimbursing for.
2. Promoting products to HCPs for uses for which they have not been approved.
3. Offering illegal kickbacks to HCPs.

**Feedback: That's correct!**

Under the False Claims Act, healthcare companies can face prosecution for:

- Submitting or causing someone else to submit false information about the actual cost of the medicines, tests, and devices the government is reimbursing for.
- Promoting products to HCPs for uses for which they have not been approved.
- Offering illegal kickbacks to HCPs – if those kickbacks relate to products for which reimbursement claims are made.

✔ Question 3

✔ Question 4

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✔ Question 10



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 Question 1

 Question 2

 Question 3

A few months after a product training program, you conduct a return on investment analysis to see whether there have been any changes in the buying habits of the HCPs who were in attendance. Do you think this changes the way the government might view this activity?

1. Yes.
2. No.

**Feedback: That's correct!**

The fact that you are conducting a return on investment analysis on buying habits would likely call into question the purpose of the training program. It could appear that the purpose of the training was to simply increase sales.

 Question 4

 Question 5

 Question 6

 Question 7

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 Question 9

 Question 10



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✔ Question 1

✔ Question 2

✔ Question 3

✔ Question 4

What concern(s) does the government have about discounts and other price reductions?

1. Discounts may be undisclosed.
2. Discounts may be misrepresented.
3. Discounts may be used to shift costs.
4. Discounts may be structured in such a way as to encourage customers to purchase more of a product than is necessary.
5. All of the above.

**Feedback: That's correct!**

The government's concern with discounts and other price reductions is that:

- Discounts may be undisclosed.
- Discounts may be misrepresented.
- Discounts may be used to shift costs.
- Discounts may be structured in such a way as to encourage customers to purchase more of a product than is necessary.

✔ Question 5

✔ Question 6

✔ Question 7

✔ Question 8

✔ Question 9

✔ Question 10



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✔ Question 2

✔ Question 3

✔ Question 4

✔ Question 5

Activities that are not sales or marketing-related are less likely to be fraud, waste, and abuse concerns for the government.

1. True.
2. False.

**Feedback: That's correct!**

The government does not differentiate between the different contexts in which we interact with an HCP or customer. If an HCP or customer uses, purchases, or recommends an Abbott product, all interactions with that individual are subject to scrutiny.

✔ Question 6

✔ Question 7

✔ Question 8

✔ Question 9

✔ Question 10



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✔ Question 5

✔ Question 6

Jason, a sales manager for Abbott Diagnostics, suggests that his team create information guides for its customers on how to maximize their federal reimbursement. One of Jason's sales representatives tells him the HCPs he has met with have been using this information to submit false claims to the government for reimbursement.

Could Abbott face liability under the False Claims Act for causing false claims to be submitted?

1. Yes.
2. No.

**Feedback: That's correct!**

By providing the HCPs with information that it suspects may be used in falsified claims, Abbott could be liable to the government under the False Claims Act. The only reimbursement information that can be provided to HCPs is information that has been approved by Government Affairs or designated divisional reimbursement teams.

✔ Question 7

✔ Question 8

✔ Question 9

✔ Question 10



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 Question 7

Which of the following activities is never okay?

1. Hiring an HCP to advise Abbott on the scientific merits of a product or medical device.
2. Providing discounts or rebates to a customer without detailing them in the contract.
3. Paying for a modest meal for an HCP as part of a business discussion.
4. Arranging for an appropriate charitable contribution.

**Feedback: That's correct!**

When contracting with customers, Abbott must detail all pricing information, including any discounts or rebates. The company must also notify its customers that they may have an obligation to report price reductions to Medicare/Medicaid and other government healthcare programs.

 Question 8

 Question 9

 Question 10



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✔ Question 6

✔ Question 7

✔ Question 8

Which of the following activities in the area of pricing and sales arrangements are of particular risk to Abbott, because of the many gray areas surrounding them?

**Check all that apply.**

1. Discounts and rebates.
2. Providing free goods and support services.
3. Payments for conversions from a competitive product.

**Feedback: That's correct!**

Discounts and rebates, providing free goods and support services, and payments for conversions from a competitive product, are all significant risk areas to Abbott, because of the many gray areas surrounding them.

If involved in any of these pricing and sales arrangements, it is important that you stay within the specific parameters of what has been defined as allowable by Abbott, and that you follow the precise requirements that are set out in our policies and procedures.

If you have any questions about specific requirements, always consult with the OEC or Legal before proceeding.

✔ Question 9

✔ Question 10



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The purchasing manager of a hospital group requests an increase of the discount earned by the group on Product A. Unfortunately, given Abbott's current discount guidelines, you are unable to increase the discount to a level that you think will please the purchasing manager. So, you decide to offer a discount on another product – Product B – as this will help to lower the group's overall costs. Is this okay?

1. Yes.
2. No.

**Feedback: That's correct!**

The government needs to know the true price of both products. By discounting Product B in order to sell Product A, the government could end up reimbursing the company more money for Product A than it is actually worth.

 Question 10



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✓ Question 10

An Abbott Diabetes Care marketing manager suggests implementing a program that pays \$50 to pharmacists every time they get a customer to switch from a competitor's continuous glucose monitor to an Abbott continuous glucose monitor.

Which of the following statements is **false**?

1. This program could interfere with the pharmacists' medical decision making.
2. This program may encourage the purchase of a product reimbursed by a federal health care program.
3. The payments are permitted because switching benefits all parties.
4. This program probably violates the Anti-Kickback law.

**Feedback: That's correct!**

These types of incentive payments are intended to encourage the purchase of products that may be reimbursed with federal healthcare dollars. The program also could interfere with pharmacists' medical decision making. For these reasons, it probably violates the Anti-Kickback law.

