

# Digital Learning Academy

*Leading Healthcare Knowledge*

## Digital Learning Academy courses and modules

Autumn 2019

---

Build knowledge and confidence  
to work effectively with the NHS



Wilmington  
Healthcare

The Digital Learning Academy provides access to essential knowledge on a range of topics tailored specifically for anyone seeking to work more effectively with the NHS. This world-class learning management system provides an interactive and engaging experience that offers fast and easy access to the most relevant NHS information and learning resources.

The extensive range of courses available to learners is listed below:

COURSE	MODULE
<p><b>Understanding the UK NHS:</b> The NHS in England</p> <p><i>These courses will give you a thorough understanding of the NHS, its policy and structure. With this in-depth knowledge you will gain credibility and confidence to engage effectively and strengthen NHS partnerships.</i></p>	<ul style="list-style-type: none"> <li>• Commissioning in the NHS*</li> <li>• How do KPIs influence NHS customers?*</li> <li>• How does finance work in the NHS?*</li> <li>• Introduction to the NHS in England*</li> <li>• STPs and ICSs in the English NHS</li> <li>• The NHS efficiency challenge and your customers</li> <li>• Understanding clinical commissioning groups*</li> <li>• Understanding community pharmacy*</li> <li>• Understanding hospital pharmacy</li> <li>• Understanding medicines in primary care</li> <li>• Understanding medicines in secondary care</li> <li>• Understanding NICE and market access*</li> <li>• Understanding the community pharmacy contracts*</li> <li>• What are specialised services?</li> <li>• What is the structure of the NHS?*</li> <li>• Who are your customers in hospital care?*</li> <li>• Who are your customers in primary care?*</li> </ul>

COURSE	MODULE
<b>Understanding the UK NHS:</b> The NHS in Scotland, Wales and Northern Ireland	<ul style="list-style-type: none"><li>• Understanding the NHS in Northern Ireland*</li><li>• Understanding the NHS in Scotland*</li><li>• Understanding the NHS in Wales*</li></ul>
<b>NHS Procurement:</b>	<ul style="list-style-type: none"><li>• NHS Procurement</li></ul>
<b>NHS Long-term Plan:</b>	<ul style="list-style-type: none"><li>• Primary care in the NHS Long-term plan</li><li>• Secondary care in the NHS Long-term plan</li><li>• Prevention and the NHS Long-term plan</li><li>• Finance and the NHS Long-term plan</li></ul>
<b>Primary Care Networks:</b>	<ul style="list-style-type: none"><li>• Understanding primary care networks</li></ul>
<b>Therapy Area Courses</b>  <i>These course are designed to give you in-depth knowledge, so that you can meet effectively with NHS professionals, align you offering and engage in successful conversations.</i>	
<b>Dermatology:</b>	<ul style="list-style-type: none"><li>• Dermatology in the NHS</li></ul>
<b>Understanding Wound Care:</b>	<ul style="list-style-type: none"><li>• Understanding wound care</li></ul>



COURSE	MODULE
<b>Therapy Area Courses</b> <b>Diabetes:</b>	<ul style="list-style-type: none"> <li>• What is the anatomical basis of diabetes?</li> <li>• What is the pathology of diabetes?</li> <li>• Diabetes in the NHS</li> </ul>
<b>Cardiovascular Disease:</b>	<ul style="list-style-type: none"> <li>• Cardiovascular disease: Anatomy</li> <li>• Cardiovascular disease: Pathology of CVD conditions</li> </ul>
<b>Respiratory Disease:</b>	<ul style="list-style-type: none"> <li>• What is the pathology of asthma?</li> <li>• What is the pathology of COPD?</li> <li>• Chronic respiratory conditions: anatomy and physiology</li> </ul>
<b>Cancer:</b>	<ul style="list-style-type: none"> <li>• Principles of cancer pathology</li> <li>• Oncology in the NHS</li> </ul>
<b>Mental Health In The NHS:</b>	<ul style="list-style-type: none"> <li>• Mental health in the NHS—parts 1 &amp; 2</li> </ul>
<b>HIV in the NHS:</b>	<ul style="list-style-type: none"> <li>• HIV in the NHS</li> </ul>
<b>Compliance:</b>  <i>These courses give you the compliance knowledge you need to keep up-to-date with the latest industry codes and avoid risk.</i>	<ul style="list-style-type: none"> <li>• ABHI Code of ethical business practice 2018</li> <li>• ABPI Code 2016 to 2019: what is different?</li> <li>• ABPI Code 2019: an introduction</li> <li>• ABPI Code 2019: conducting a meeting</li> <li>• ABPI Code 2019: for medcomms agencies &amp; third parties</li> </ul>



COURSE	MODULE
<b>Compliance:</b>	<ul style="list-style-type: none"><li>• ABPI Code 2019: for non-promotional staff</li><li>• ABPI Code 2019: marketing</li><li>• ABPI Code 2019: sales</li><li>• Adverse Drug Reactions</li><li>• Bribery Act 2010</li><li>• IPHA Code of practice</li></ul>
<b>Hospital and Theatre Access:</b> <i>Fully accredited, our expert training qualifies you to be present in either theatre or acute care environments and is accepted by the Life Science Industry Registry (formerly MIA), IntelliCentrics and Who Are You Ltd, so you are not restricted or tied to any one scheme</i>	<ul style="list-style-type: none"><li>• ABHI Code of ethical business practice 2018</li><li>• Acute care (RCN accredited)</li><li>• Blood borne pathogens (AfPP accredited)</li><li>• Infection control (AfPP accredited)</li><li>• Introduction to GS1 standards</li><li>• Radiation protection</li><li>• SDMA Code of practice training</li><li>• Theatre access advanced (AfPP accredited)</li><li>• Theatre access foundation (AfPP accredited)</li><li>• Introduction to the NHS in England</li></ul>
<b>Primary Care Networks:</b>	<ul style="list-style-type: none"><li>• Understanding primary care networks</li></ul>



COURSE	MODULE
<p><b>LSI Registry:</b> The Life Science Industry Registry</p>	<ul style="list-style-type: none"> <li>• Life Science Industry Register introduction</li> <li>• Life Science Industry Register—Tier 1</li> <li>• Life Science Industry Register—Tier 2</li> <li>• Life Science Industry Register—Tier 3</li> </ul>
<p><b>NHS Data:</b></p> <p><i>These courses are essential if you want to work with supplied NHS HES data that falls under the strict ethical conditions set by NHS Digital.</i></p>	<ul style="list-style-type: none"> <li>• Clinical coding and core HES elements</li> <li>• HES data protocol</li> <li>• Introduction to HES</li> <li>• PbR; HRG and the Grouper</li> </ul>
<p><b>Key Account Management (Pharma):</b></p>	<ul style="list-style-type: none"> <li>• KAM Module 1: Introduction to KAM</li> <li>• KAM Module 2: Strategy, analysis and planning</li> <li>• KAM Module 3: Understanding NHS key accounts</li> <li>• KAM Module 4: Communicating value</li> </ul>
<p><b>Key Account Management (MedTech):</b></p>	<ul style="list-style-type: none"> <li>• KAM Module 1: Introduction to KAM</li> <li>• KAM Module 2: Strategy, analysis and planning</li> <li>• KAM Module 3: Understanding NHS key accounts</li> <li>• KAM Module 4: Communicating value</li> </ul>

**Updated courses:**

The Digital Learning Academy is the most comprehensive expert learning tool available for anyone wanting to work with the NHS. All content is continuously reviewed & updated. **All courses marked with \* were recently updated.**

**NEW** courses coming this December:

**COURSE**

**Genomics**

**GIRFT and Right Care**

**Webinars:**

*4 November 2019 | 10:00 am*

**Size matters:** How integrated care systems and primary care networks will change your business

**Dates will be confirmed shortly for these forthcoming webinars**

**Getting to Grips with the NHS Long-term plan**

*December*

**Key Account Management for Pharma**

*January*

**Key account Management for Medtech**

*February*

**The Long-term plan – where are we now?**

*March*



### **Find Out More**

To request a demonstration or find out more about how the Digital Learning Academy can help you and your business, please contact:

**Ian Hooper**

**Head of Sales & Client Support,  
The Digital Learning Academy**

**T:** +44 (0) 1268 495667

**E:** [ian.hooper@wilmingtonhealthcare.com](mailto:ian.hooper@wilmingtonhealthcare.com)

**W:** [www.wilmingtonhealthcare.com](http://www.wilmingtonhealthcare.com)