



COMMON MEDICAL AFFAIRS ABBREVIATIONS/TERMS TO KNOW

- MSL: Medical Science Liaison
- FMD: Field Medical Director
- RMD: Regional Medical Director
- KOL: Key Opinion Leader
- TL: Thought Leader
- DOL: Digital Opinion Leader
- KEE: Key External Expert
- EE: External Expert
- SME: Subject Matter Expert
- TA: Therapeutic Area
- ISS: Investigator Sponsored Study
- IIT: Investigator Initiated Trial
- CME: Continuing Medical Education
- Ad Board: Advisory Board
- TLL: Thought Leader Liaison
- CRM: Customer Relationship Management (CRM) tool used for insight collection and tracking. Examples: Salesforce, Veeva
- PI: Prescribing Information, Package Insert, or Principal Investigator
- MOA: Mechanism of Action
- AE: Adverse Event
- SAE: Serious Adverse Event
- MIRF: Medical Information Request Form
- PIP: Performance Improvement Plan
- RSUs: Restricted Stock Units (referring to equity in a company as part of a compensation plan)
- ADR: Adverse Drug Reaction
- HEOR: Health Economics and Outcomes Research
- RWE: Real World Evidence
- RWD: Real World Data
- PBM: Pharmacy Benefits Management
- P&T Committee: Pharmacy-and-Therapeutics (P&T) committees
- MA: Medical Affairs
- RA: Regulatory Affairs
- R&D: Research and Development
- PDUFA: Prescription Drug User Fee Act
- IRB: Institutional Review Board
- NDA: New Drug Application
- sNDA: Supplemental New Drug Application
- NDS: New Drug Submission
- IND: Investigational New Drug
- BLA: Biologics License Application
- CRL: Complete Response Letter (from FDA)
- FTD: Fast Track Designation
- BTD: Breakthrough Therapy Designation
- ODD: Orphan Drug Designation
- RMAT: Regenerative Medication Advanced Therapy Designation
- REMS: Risk Evaluation and Mitigation Strategy
- CRO – Clinical Research Organization