

## physician panel profile

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healthy care atergy

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipement Purchasers
Sample Size	2,164	1,995	0	97	72	0
physician Count Column %	1,995 92%	1,995 100%	- -	0 0%	0 0%	- -
pharmacist Count Column %	0 0%	0 0%	- -	0 0%	0 0%	- -
nurse Count Column %	97 4%	0 0%	- -	97 100%	0 0%	- -
Hospital Administrators Count Column %	72 3%	0 0%	- -	0 0%	72 100%	- -
Drug/Medical Equipement Purchasers Count Column %	0 0%	0 0%	- -	0 0%	0 0%	- -

region

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipment Purchasers
Sample Size	2,164	1,995	0	97	72	0
Center China Count	928	859	-	45	24	-
Column %	43%	43%	-	46%	33%	-
North China Count	107	103	-	0	4	-
Column %	5%	5%	-	0%	6%	-
East China Count	539	474	-	42	23	-
Column %	25%	24%	-	43%	32%	-
South China Count	386	368	-	10	8	-
Column %	18%	18%	-	10%	11%	-
West China Count	204	191	-	0	13	-
Column %	9%	10%	-	0%	18%	-

province

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipment Purchasers
Sample Size	2,164	1,995	0	97	72	0
BeiJing Count Column %	708 33%	651 33%	- -	45 46%	12 17%	- -
TianJin Count Column %	111 5%	110 6%	- -	0 0%	1 1%	- -
HeBei Prov Count Column %	66 3%	57 3%	- -	0 0%	9 13%	- -
ShanXi Prov Count Column %	43 2%	41 2%	- -	0 0%	2 3%	- -
NeiMengGu Prov Count Column %	0 0%	0 0%	- -	0 0%	0 0%	- -
LiaoNing Prov Count Column %	46 2%	43 2%	- -	0 0%	3 4%	- -
JiLin Prov Count Column %	34 2%	33 2%	- -	0 0%	1 1%	- -
HeiLongJiang Prov Count Column %	27 1%	27 1%	- -	0 0%	0 0%	- -
ShangHai Count Column %	208 10%	156 8%	- -	42 43%	10 14%	- -
JiangSu Prov Count Column %	96 4%	92 5%	- -	0 0%	4 6%	- -
ZheJiang Prov Count Column %	132 6%	130 7%	- -	0 0%	2 3%	- -
AnHui Prov Count Column %	12 1%	11 1%	- -	0 0%	1 1%	- -

province (Continued)

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipment Purchasers
FuJian Prov Count Column %	47 2%	46 2%	- -	0 0%	1 1%	- -
JiangXi Prov Count Column %	7 0%	7 0%	- -	0 0%	0 0%	- -
ShanDong Prov Count Column %	37 2%	32 2%	- -	0 0%	5 7%	- -
HeNan Prov Count Column %	31 1%	30 2%	- -	0 0%	1 1%	- -
HeBei Prov Count Column %	60 3%	60 3%	- -	0 0%	0 0%	- -
HuNan Prov Count Column %	34 2%	34 2%	- -	0 0%	0 0%	- -
GuangDong Count Column %	240 11%	235 12%	- -	0 0%	5 7%	- -
GuangXi Prov Count Column %	21 1%	9 0%	- -	10 10%	2 3%	- -
HaiNan Prov Count Column %	0 0%	0 0%	- -	0 0%	0 0%	- -
ChongQing Count Column %	35 2%	34 2%	- -	0 0%	1 1%	- -
SiChuan Prov Count Column %	31 1%	27 1%	- -	0 0%	4 6%	- -
GuiZhou Prov Count Column %	4 0%	0 0%	- -	0 0%	4 6%	- -

province (Continued)

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipment Purchasers
YunNan Prov Count Column %	26 1%	24 1%	- -	0 0%	2 3%	- -
XiZang Prov Count Column %	0 0%	0 0%	- -	0 0%	0 0%	- -
ShannXi Prov Count Column %	32 1%	32 2%	- -	0 0%	0 0%	- -
GanSu Prov Count Column %	1 0%	0 0%	- -	0 0%	1 1%	- -
QingHai Prov Count Column %	0 0%	0 0%	- -	0 0%	0 0%	- -
NingXia Prov Count Column %	0 0%	0 0%	- -	0 0%	0 0%	- -
XinJiang Prov Count Column %	75 3%	74 4%	- -	0 0%	1 1%	- -

hospital grading

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipement Purchasers
Sample Size	2,092	1,995	0	97	0	0
grade 1 Count Column %	76 4%	69 3%	- -	7 7%	- -	- -
grade 2 Count Column %	371 18%	342 17%	- -	29 30%	- -	- -
grade 3 Count Column %	1,645 79%	1,584 79%	- -	61 63%	- -	- -



public or private hospital

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipement Purchasers
Sample Size	2,164	1,995	0	97	72	0
Public Count	2,158	1,995	-	97	66	-
Column %	100%	100%	-	100%	92%	-
Private Count	6	0	-	0	6	-
Column %	0%	0%	-	0%	8%	-

department

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipment Purchasers
Sample Size	1,995	1,995	0	0	0	0
Internal Department Count Column %	255 13%	255 13%	- -	- -	- -	- -
Surgical Department Count Column %	129 6%	129 6%	- -	- -	- -	- -
Endocrinology Department Count Column %	924 46%	924 46%	- -	- -	- -	- -
Gynecology and Obstetric Department Count Column %	38 2%	38 2%	- -	- -	- -	- -
Ophthalmology Department Count Column %	69 3%	69 3%	- -	- -	- -	- -
Stomatological Department Count Column %	0 0%	0 0%	- -	- -	- -	- -
Tumor Departmenet Count Column %	230 12%	230 12%	- -	- -	- -	- -
plastic surgery department Count Column %	9 0%	9 0%	- -	- -	- -	- -
Hematology department Count Column %	35 2%	35 2%	- -	- -	- -	- -
dental department Count Column %	24 1%	24 1%	- -	- -	- -	- -
E.N.T.department Count Column %	148 7%	148 7%	- -	- -	- -	- -
Nephrology Department Count Column %	66 3%	66 3%	- -	- -	- -	- -

department (Continued)

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipment Purchasers
Cardial Surgery Department Count Column %	30 2%	30 2%	- -	- -	- -	- -
Other Count Column %	38 2%	38 2%	- -	- -	- -	- -

title's grade

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipment Purchasers
Sample Size	2,164	1,995	0	97	72	0
senior Count	1,108	1,060	-	9	39	-
Column %	51%	53%	-	9%	54%	-
intermediate Count	859	756	-	78	25	-
Column %	40%	38%	-	80%	35%	-
junior Count	197	179	-	10	8	-
Column %	9%	9%	-	10%	11%	-

year of experience

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipment Purchasers
Sample Size	2,164	1,995	0	97	72	0
1-2 years Count Column %	192 9%	179 9%	- -	10 10%	3 4%	- -
3-5 years Count Column %	231 11%	178 9%	- -	23 24%	30 42%	- -
6-10 years Count Column %	638 29%	578 29%	- -	22 23%	38 53%	- -
10+ years Count Column %	1,103 51%	1,060 53%	- -	42 43%	1 1%	- -

Key Opinion Leader

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipment Purchasers
Sample Size	2,164	1,995	0	97	72	0
yes Count Column %	14 1%	14 1%	- -	0 0%	0 0%	- -
no Count Column %	2,150 99%	1,981 99%	- -	97 100%	72 100%	- -

Your place of employment

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipment Purchasers
Sample Size	97	0	0	97	0	0
Family or General Practice						
Count	0	-	-	0	-	-
Column %	0%	-	-	0%	-	-
Pediatrics in primary care setting						
Count	0	-	-	0	-	-
Column %	0%	-	-	0%	-	-
Outpatient/Polliclinic						
Count	32	-	-	32	-	-
Column %	33%	-	-	33%	-	-
Medical Surgical Ward in hospital						
Count	35	-	-	35	-	-
Column %	36%	-	-	36%	-	-
Emergency department/triage in hospital						
Count	30	-	-	30	-	-
Column %	31%	-	-	31%	-	-
Oncology department/ward in hospital						
Count	0	-	-	0	-	-
Column %	0%	-	-	0%	-	-
Pediatric department/ward in hospital						
Count	0	-	-	0	-	-
Column %	0%	-	-	0%	-	-
Biomedical department						
Count	0	-	-	0	-	-
Column %	0%	-	-	0%	-	-
Equipment maintenance/repair department						
Count	0	-	-	0	-	-
Column %	0%	-	-	0%	-	-
Refused						
Count	0	-	-	0	-	-
Column %	0%	-	-	0%	-	-

the type of hospital you work

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipment Purchasers
Sample Size	65	0	0	65	0	0
General medical/Community Hospital Count	52	-	-	52	-	-
Column %	80%	-	-	80%	-	-
Country Center Hospital Count	0	-	-	0	-	-
Column %	0%	-	-	0%	-	-
Psychosis Count	0	-	-	0	-	-
Column %	0%	-	-	0%	-	-
Long-term care or convalescent Count	0	-	-	0	-	-
Column %	0%	-	-	0%	-	-
Cardiac Count	0	-	-	0	-	-
Column %	0%	-	-	0%	-	-
Children's Count	3	-	-	3	-	-
Column %	5%	-	-	5%	-	-
VA or Veteran's Administration Count	0	-	-	0	-	-
Column %	0%	-	-	0%	-	-
other Count	10	-	-	10	-	-
Column %	15%	-	-	15%	-	-
Refused Count	0	-	-	0	-	-
Column %	0%	-	-	0%	-	-



Role of you in the decision making process

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipement Purchasers
Sample Size	97	0	0	97	0	0
The primary decision maker						
Count	9	-	-	9	-	-
Column %	9%	-	-	9%	-	-
One of the decision makers						
Count	9	-	-	9	-	-
Column %	9%	-	-	9%	-	-
Someone who influences the purchase decision by trying products						
Count	72	-	-	72	-	-
Column %	74%	-	-	74%	-	-
None of the above						
Count	7	-	-	7	-	-
Column %	7%	-	-	7%	-	-

reponsible for purchase budget

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipement Purchasers
Sample Size	72	0	0	0	72	0
Yes Count	59	-	-	-	59	-
Column %	82%	-	-	-	82%	-
No Count	13	-	-	-	13	-
Column %	18%	-	-	-	18%	-

play role in decide purchase

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipement Purchasers
Sample Size	72	0	0	0	72	0
Yes Count	49	-	-	-	49	-
Column %	68%	-	-	-	68%	-
No Count	23	-	-	-	23	-
Column %	32%	-	-	-	32%	-

gender

	healthy care atergy					
	Total	physician	pharmacist	nurse	Hospital Administrators	Drug/Medical Equipement Purchasers
Sample Size	2,164	1,995	0	97	72	0
male Count Column %	1,328 61%	1,259 63%	- -	0 0%	69 96%	- -
female Count Column %	836 39%	736 37%	- -	97 100%	3 4%	- -