

Immunohematology training**For Sales Rep**

**Familiarize yourself with the reality
of your blood bank customers**

Objectives

Acquire a basic understanding of immunohematology, including the main blood group systems and techniques used in serological investigations. Learn some methodologies and techniques to help your customers solve simple immunological problems encountered daily in a blood bank laboratory.

Training tailored to your needs!

The training sessions are live and can be done virtually or in-person.

Practical workshops with adapted content are available on request with the option of using your products, including your reagents and equipment, according to your methodology.

Includes:

- PDF document of theoretical content
- Glossary of frequently used terms and abbreviations
- Interactive questions
- Training evaluation
- Certificate of completion
- 1 hour post-training group consultation (optional).

Practical workshop

Customized hands-on workshops are available on request. Use of your products, including reagents and equipment, according to your methodology!

Topics could include:

- Basic concepts in immunohematology
- Basics of immunology
- The main blood group systems such as ABO, Rh, Kell, MNS, Duffy and Kidd
- Antibody identification
- Transfusion protocol
- Prenatal testing
- Concept of quality management systems
- Basics of molecular biology
- Preparation and production of monoclonal antibody reagents for blood bank laboratories
- Autoimmune hemolytic anemias: classification and pathophysiology, techniques related to their investigation,
- Function of antibodies in the humoral response of the immune system
- Activation processes and role of complement in immune defense

For more information or to discuss your sales representative training needs with us, please contact us:

1 800 267-9711, extension 2200
education@hema-quebec.qc.ca