Serving as Promotional Speaker for Private Industry---REVISED POLICY

**Purpose:** The purpose of this policy is to ensure that all OUHSC faculty and staff maintain ethical working relationships with industry in accordance with state ethics laws, federal regulations, guidelines of professional and industry organizations, and the ethical standards of the health care professions.

- Faculty and staff may not serve as promotional speakers for a company’s particular products or services.
- University employees may serve as educational speakers and discuss products or services generally.
- OUHSC policy requires that contracts for employees to serve as educational speakers for private industry, when payment exceeds $5,000, must be routed through ORA for negotiation and authorized signature.
- Educational speaker agreements with payments below $5,000 can be signed by the College Dean.

During the past year, the Deans’ Council convened a work group and has approved the following policy:

**Policy --- Service as a Promotional Speaker for Private Industry**

[Note: In this policy, the term “industry” means biomedical, pharmaceutical and medical device companies and companies that make other products used in the treatment of patients or the provision of health care.]

Faculty members may speak at an industry-sponsored program only if the faculty member retains full control and authority over professional material the faculty member presents and does not allow such communications or presentations to be subject to prior approval by any commercial interest other than approval for the use of proprietary information. Activities with any of the following characteristics may not be undertaken at any location, whether on-site or off-site:

a) A company has the contractual right to dictate what the faculty member says
b) A company (not the faculty member) creates the slide set (or other presentation materials) and has the final approval of all content and edits. Slides prepared by a company that depict generic anatomical or biological structures or functions may be used in a presentation by a faculty member if 1) the content is accurate and of high quality and 2) no company logo or name appears on the slide.
c) The faculty member receives compensation from the company and acts as the company’s employee or spokesperson for the purposes of dissemination of company-generated presentation materials or promotion of company products
d) A company controls the publicity related to the event.

Some of the prohibited activities can occur in the context of “speakers’ bureaus”, and the conditions of the speaking engagement must govern the decision as to whether or not the activity is acceptable under this policy. For questions or clarification, please contact your department chair or dean.