### **Scopus**

### Documents

Kabir, S.M.H., Maulan, S., Manaf, N.H.A., Nasir, Z.W.

The influence of moral judgment on physicians' prescription behaviour (2021) *Malaysian Journal of Public Health Medicine*, 21 (3), pp. 96-105.

DOI: 10.37268/MJPHM/VOL.21/NO.3/ART.1063

Department of Business Administration, Faculty of Economics and Management Sciences, International Islamic University Malaysia, Malaysia

#### Abstract

Pharmaceutical promotion towards physicians' prescription behaviour is strongly interrelated. Identifying and addressing the ethical challenges in physicians' prescription behaviour to increase the ethical predisposition of prescribing medicines is prioritized in global health and development plans. Hence, the importance of ethics in the professionalism of healthcare practitioners is now a growing concern. The main objective of this research is to investigate the influence of moral judgment on physicians' prescription behaviour. A survey has been conducted among 152 medical practitioners from private healthcare facilities in the metropolitan area of Kuala Lumpur and Selangor states of Malaysia. Principal component analysis method in EFA and structural equation modeling technique in CFA has been used to analyze the data and validate the model. The study found that physicians' moral equity factor has a significant and positive influence on physicians' prescription behaviour whereas their relativism and contractualism factors were not significant. The empirical evidence obtained from this study would make significant contributions to advancing the current knowledge of ethical prescription behaviour. Recommendations to physicians for more ethical prescription practices have been discussed at the end of this paper. © 2021, Malaysian Journal of Public Health Medicine. All rights reserved.

#### Author Keywords

Malaysia; Moral equity; Moral judgment; Physicians' prescription behaviour; Private healthcare facilities

#### References

- James, C, Peabody, J, Solon, O
   An unhealthy public-private tension: Pharmacy ownership, prescribing, and spending in the Philippines
   (2009) *Health affairs*, 28 (4), pp. 1022-1033.
- Shamim-ul-Haq, S, Ahmed, RR, Ahmad, N
   Factors Influencing Prescription Behavior of Physicians (2014) *The Pharma Innovation Journal*, 3 (5), pp. 30-35.
   2
- Ali, MM, Mohaidin, Z
   Models and theories of prescribing decisions: A review and suggested a new model (2017) *Pharmacy Practice*, 15 (2), p. 990.
   3
- Wei, M, Delbaere, M

Do consumers perceive their doctors as influenced by pharmaceutical marketing communications? A persuasion knowledge perspective

(2015) *International journal of pharmaceutical and healthcare marketing*, 9 (4), pp. 330-348.

4

 Khazzaka, M
 Pharmaceutical marketing strategies' influence on physicians' prescribing pattern in Lebanon: Ethics, gifts, and samples
 (2010) PMC Health Services Research 10 (1) pp. 1 11

(2019) *BMC Health Services Research*, 19 (1), pp. 1-11. 5

- Skandrani, H, Sghaier, M
   The dark side of the pharmaceutical industry

   (2016) Marketing intelligence & planning, 34 (7), pp. 905-926.
   6
- Fickweiler, F, Fickweiler, W, Urbach, E
   Interactions between physicians and the pharmaceutical industry generally and sales representatives specifically and their association with physicians' attitudes and prescribing habits: A systematic review
   (2017) BMJ Open, 7 (9), p. e016408.
- Alves, TL, Lexchin, J, Mintzes, B
   Medicines Information and the Regulation of the Promotion of Pharmaceuticals (2019) Science and Engineering Ethics, 25 (4), pp. 1167-1192.
   8
- (2015) Revenue of the worldwide pharmaceutical market from 2001 to 2015 (in billion U.S. dollar), Retrieved from
- Lexchin, J

## Pharmaceutical company spending on research and development and promotion in Canada, 2013-2016: a cohort analysis

(2018) *Journal of Pharmaceutical Policy and Practice*, 11 (5), pp. 1-6. 10

Weiss, J

**Medical marketing in the United States: A prescription for reform** (2010) *The George Washington law review*, 79 (1), pp. 260-292. 11

Zaki, NM

Pharmacists' and physicians' perception and exposure to drug promotion: A Saudi study

(2014) Saudi pharmaceutical journal: the official publication of the Saudi Pharmaceutical Society, 22 (6), pp. 528-536. 12

- Hirschler, B
   Bribery scandal slashes GlaxoSmithKline's Chinese drug sales (2013) Thomson Reuters, 13. 23 October
- Latten, T, Westra, D, Angeli, F
   Pharmaceutical companies and healthcare providers: Going beyond the gift: An explorative review
   (2018) *PLoS one*, 13 (2), p. e0191856.
   14
- Sanyal, SN, Datta, SK, Banerjee, AK
   Factors influencing prescribing decisions among physicians: an empirical study on generic drugs

   (2017) International Journal of Pharmaceutical and Healthcare Marketing, 11 (4), pp. 330-360.
   15
- Ladeira, W, Dalmoro, M, Maehler, A
   Drug prescription practices in Brazil: A structural equation model
   (2011) International Journal of Pharmaceutical and Healthcare Marketing, 5 (4), pp. 262-

/23, 9:08 AM	Scopus - Print Document
278. 16	
Prescription	Jaleel, M, Laeequddin, M <b>Ioyalty behavior of physicians: an empirical study in India</b> <i>tional Journal of Pharmaceutical and Healthcare Marketing</i> , 5 (4), pp. 279-
Physicians' c pharmaceutic	Staebel, O, Gijsbrechts, E lecision process for drug prescription and the impact of cal marketing mix instruments marketing quarterly, 22 (4), pp. 73-107.
medicines	teigne, J encing general practitioners in the prescription of homeopathic African Journal of Business Management, 31 (3), pp. 91-97.
19	
<ul> <li>Brewster, J</li> <li>What information development (2014) Kantar</li> <li>20</li> </ul>	
Moral decisio	dlam, ALR, Langdon, PE on-making and moral development: Toward an integrative framework opmental review, 49 (March), pp. 80-100.
<ul> <li>Rest, JR (1986) <i>Moral</i> ( 22. New York:</li> </ul>	development: Advances in research and theory, Praeger
	ilosophy of moral development, isco: Harper & Row
examination	Ceranic, TL f moral judgment and moral identity on moral behavior: An empirical of the moral individual urnal of applied psychology, 92 (6), pp. 1610-1624.
	ettit, P, Slote, M <i>methods in ethics</i> , lackwell Publishers Inc
	R i <b>nk between management behavior and ethical philosophy</b> <i>I of business ethics</i> , 51, pp. 269-278.
entrepreneur	matters – interpreting the ethical discourse of small nature – based

- Kant, I
   (1998) Groundwork of the metaphysics of morals,
   28. Edited by Mary Gregor. Cambridge: Cambridge University Press
- Reidenbach, RE, Robin, DP
   Some initial steps toward improving the measurement of ethical evaluations of marketing activities

   (1988) Journal of business ethics, 7 (11), pp. 871-879.
   29
- Granitz, N, Loewy, D
   Applying ethical theories: Interpreting and responsibility to student plagiarism (2007) *Journal of business ethics*, 72 (3), pp. 293-306.
   30
- Victor, B, Cullen, JB
   The organizational bases of ethical work climates (1988) Administrative science quarterly, 33 (1), pp. 101-125. 31
- Pettifor, JL, Estay, I, Paque, S
   Preferred strategies for learning ethics in the practice of a discipline (2000) Canadian psychology, 43 (4), pp. 260-269.
   32
- Trevino, LK
   Moral reasoning and business ethics: Implications for research, education and management
   (1992) Journal of business ethics, 11 (5), pp. 445-459.
   33. (/6)
- Bartels, DM, Bauman, CW, Cushman, FA
   Moral Judgment and Decision Making
   (2014) Blackwell Reader of Judgment and Decision Making, 34 G. Keren & G. Wu (Eds) Malden, MA: Blackwell
- Trevino, LK, Weaver, GR, Reynolds, SJ Behavioral ethics in organizations: A review (2006) *Journal of management*, 32 (6), pp. 951-990. 35
- Kant, I (1994) *Ethical philosophy*,
  36. 2nd ed., J. W. Ellington, Trans. Indianapolis Hackett Publishing
- Reidenbach, R, Robin, D
   Toward the development of a multi-dimensional scale for improving evaluations of business ethics

   (1990) Journal of Business Ethics, 9, pp. 639-653.
   37
- Gupta, S
   A multidimensional ethics scale for Indian managers' moral decision making
   (2010) Electronic Journal of Business Ethics and Organization Studies, 15 (1), pp. 5-14.
   38
- Ajzen, I, Fishbein, M
   (1980) Understanding attitude and predicting social behavior,
   39. Englewood Cliffs, NJ: Prentice Hall

- Hunt, S, Vitell, S
   A general theory of marketing ethics (1986) *Journal of micromarketing*, 6 (1), pp. 5-16.
   40
- Khan, N, Naqvi, A, Ahmad, R
   Perceptions and attitudes of medical sales representatives (MSRs) and prescribers regarding pharmaceutical sales promotion and prescribing practices in Pakistan (2016) *Journal of young pharmacists*, 8 (3), pp. 244-250.
- Rahman, MK, Khan, AH, Jalil, A
   Ethical implications of sales promotion in Malaysia
   (2014) *Islamic perspective*, 2 (1), pp. 13-27.
   42
- Mohiuddin, M, Rashid, SF, Shuvro, MI
   Qualitative insights into promotion of pharmaceutical products in Bangladesh: how ethical are the practices?
   (2015) *BMC medical ethics*, 16 (1), p. 80.
   43
- Allman, RL

# The relationship between physicians and the pharmaceutical industry: ethical problems with the every-day conflict of interest

(2003) *HEC forum: An interdisciplinary journal on hospitals' ethical and legal issues*, 15 (2), pp. 155-170. 44

- Sillup, GP, Porth, SJ
   Ethical issues in the pharmaceutical industry: An analysis of US newspapers (2008) International journal of pharmaceutical and healthcare marketing, 2 (3), pp. 163-180.
   45
- Kant, I
   (1998) Critique of pure reason,
   46. Edited by Paul Guyer and Allen W. Woods. Cambridge: Cambridge University Press a
- Guglielmo, S
   Moral judgment as information processing: an integrative review (2015) *Frontiers in psychology*, 6, p. 1637.
   47
- (2017) *MOH: Malaysian statistics on medicines (2011 2014)*, 48. Ministry of Health, Pharmaceutical Services Division
- Vancelik, S, Beyhun, NE, Acemoglu, H
   Impact of pharmaceutical promotion on prescribing decisions of general practitioners in Eastern Turkey
   (2007) *BMC Public Health*, 7 (122), pp. 1-8.
   49
- Love, E, Salinas, TC, Rotman, JD
   The ethical standards of judgment questionnaire: Development and validation of independent measures of formalism and consequentialism
   (2018) *Journal of business ethics*, 161 (1), pp. 115-132.
   50
- Grimm, P
   Social desirability bias

(2010) *Wiley International Encyclopedia of Marketing*, 51 (eds J. Sheth and N. Malhotra)

- Hair, JF, Black, WC, Babin, BJ (2010) *Multivariate data analysis*, 52. (Seven ed). Upper Saddle River, NJ Prentice Hall: Pearson
- Frohlich, MT, Westbrook, R **Arcs of integration: An international study of supply chain strategies** (2001) *Journal of Operations Management*, 19, pp. 185-200. 53
- Chua, YP, Regresi, Ujian
   (2014) Analisis Faktor, dan Analisis SEM,
   54. Shah Alam: McGraw Hill Education
- Kenny, DA, Kaniskan, B, McCoach, DB
   The performance of RMSEA in models with small degrees of freedom (2015) Sociological Methods & Research, 44 (3), pp. 486-507.
   55
- Hair, JF, Black, B, Babin, BJ (2006) *Multivariate Data Analysis 6th Edition*, 56. Pearson International Edition
- Fornell, C, Larcker, DF
   Evaluating structural equation models with unobservable variables and measurement error (1981) *Journal of Marketing Research*, 18 (1), pp. 39-50.
   57
- Schaefer, GO, Savulescu, J
   Better minds, better morals: A procedural guide to better judgment
   (2017) Journal of posthuman studies: philosophy, technology, media, 1 (1), pp. 26-43.
   58
- Othman, N, Vitry, AI, Roughead, EE
   Doctors' Views on The Quality Of Claims Provided By Pharmaceutical Representatives: A Comparative Study In Malaysia And Australia (2015) *Journal of Taibah University Medical Sciences*, 10 (4), pp. 471-480. 59

Correspondence Address Kabir S.M.H.; Department of Business Administration, Malaysia; email: kabir.sardar@live.iium.edu.my

Publisher: Malaysian Public Health Physicians Association

ISSN: 16750306 Language of Original Document: English Abbreviated Source Title: Malays. J. Public Health Med. 2-s2.0-85123620174 Document Type: Article Publication Stage: Final Source: Scopus

ELSEVIER

Copyright  $\textcircled{\mbox{$\odot$}}$  2023 Elsevier B.V. All rights reserved. Scopus  $\textcircled{\mbox{$\otimes$}}$  is a registered trademark of Elsevier B.V.

