

UNIVERSITY OF MIAMI  
SCHOOL of BUSINESS  
ADMINISTRATION



For More Information:  
undergraduatebusiness@miami.edu  
305-284-4641 or 1-800-368-3795  
www.bus.miami.edu

UNIVERSITY OF MIAMI  
SCHOOL of BUSINESS  
ADMINISTRATION



Department of Management  
Undergraduate  
Business Programs

## Health Sector Management & Policy



Join us for an adventure in education.

UNDERGRADUATE BUSINESS PROGRAMS  
MERRICK BLDG., ROOM 104  
P.O. BOX 248131  
CORAL GABLES, FL 33124-2010  
UNDERGRADUATEBUSINESS@MIAMI.EDU  
WWW.BUS.MIAMI.EDU

# The Health Sector Management and Policy Major

Steve Ullmann, Ph.D., Professor and Director

# World-Class Business Education

A Health Sector Management and Policy major can earn either a Bachelor of Business Administration (*BBA*) or a Bachelor of Science in Business Administration (*BSBA*). Majors are required to take 21 credits. Students must earn a minimum 2.5 GPA to graduate with a major in Health Sector Management and Policy. A minimum grade of "C" is required in all major and minor courses. To obtain a minor in Health Sector Management and Policy, contact your academic advisor in Merrick 104.

## Required Courses

- ACC 315 Accounting for Health Care Organizations  
(prerequisites ACC 211 and ACC 212)
- BSL 460 Healthcare Law and Ethics (prerequisite BSL 212)
- CIS 450 Healthcare Information Technology\*  
(prerequisite CIS 150, Junior Standing)
- ECO 386 Health Economics (prerequisite ECO 302)
- MGT 270 Introduction to Health Sector Administration
- MKT 498 Topics in Healthcare Marketing

## Elective Courses

Select at least one course from list below:

- INS 570 Globalization and Public Health  
(prerequisite Junior Standing)
- INS 572 International Health Policy and Ethics  
(prerequisite Junior Standing)
- INS 573 U.S. Foreign Policy and Global Health: The Nexus of Infectious Disease  
(prerequisite Junior Standing)
- MKT 380 New Product Development
- MKT 385 Marketing for Entrepreneurs
- MKT 498 Topics in Marketing – Healthcare Marketing
- NUR 305 Issues in Health Disparities\*\*
- NUR 313 Global Health Disparities\*\*
- POL 536 U.S. Healthcare Crises: Politics and Policies  
(prerequisite Junior Standing; conditions may apply)
- SOC 320 Social Epidemiology
- SOC 351 Business and Society (prerequisite SOC 101)
- SOC 375 Sociology of Mental Illness (prerequisite SOC 101)



\*CIS 450 will be used by Health Sector Management and Policy majors for CIS 410 in BBA Professional Core.

\*\*NUR courses are offered by announcement only. Additional topics may be offered as substitutes.

## Additional Areas of Study

- Accounting
- Computer Information Systems
- Economics
- Entrepreneurship
- Finance
- Human Resource Management
- International Finance & Marketing
- Legal Studies
- Management
- Management Science
- Marketing
- Real Estate

## Application Deadlines:

Early Decision  
November 1

Early Action  
November 1

Regular Decision  
January 15

**Schedule Your Personal Information Session Today. We'll answer your questions about the School of Business, our programs and the world of opportunities that await you.**