

The  
Miami  
**EXECUTIVE**  
**MBA**  
in Health Sector  
Management  
and Policy

UNIVERSITY OF MIAMI SCHOOL OF BUSINESS ADMINISTRATION

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## Message from the Department Chair

Close to 20 percent of today's economy is fueled by the health care industry. The forces influencing health care are powerful, complex and ever-changing. More than ever, our success – as physicians, health care administrators, nurses, pharmaceutical and biotech executives and other industry professionals – depends on the extent to which we can understand these forces, deploy them to our advantage and ultimately shape them.

The University of Miami Executive MBA in Health Sector Management and Policy program prepares participants to tackle the health care challenges faced by clinical and health care industry leaders and their organizations regionally, nationally and globally. We are very proud to offer a unique executive MBA program dedicated to the distinct aspects of the health care industry.

This program prepares professionals with the tools they need to understand the languages of both business and health care. I invite you to learn more about the University of Miami Executive MBA in Health Sector Management and Policy program and to join our significant network of program participants, faculty and alumni.

**Steven G. Ullmann**  
 Professor and Chair,  
 Health Sector Management and Policy





## Executive MBA in Health Sector Management and Policy

### LEAD AND MANAGE IN THE BUSINESS OF HEALTH CARE

The health sector is rapidly evolving into one of the most complex, dynamic and pressured industries of the 21st century. The need for leaders who possess the business knowledge and skills necessary to successfully adapt to these rapid changes continues to grow. Organizations require increased efficiency and tailored approaches to improving service delivery, patient and provider relationships, negotiation, cost management, marketing and more.

You can be at the right place at the right time. Not by coincidence, but by choice. Pursue an MBA as the next step in your professional and personal development. The Executive MBA in Health Sector Management and Policy program from the University of Miami School of Business Administration, strategically positioned at the crossroads of the Americas in the heart of South Florida's health care community, can empower you to achieve success in your company, in your community and in the world.

Position yourself to succeed with the region's longest-running executive MBA program designed exclusively for physicians; nurses; health system administrators; pharmaceutical, medical device and insurance/managed care executives; and other executives in medical and health care organizations.

Graduates from the specialized executive MBA program are uniquely positioned to respond to the challenges and opportunities faced by group practices, hospitals and health care systems, government agencies, biotechnology and pharmaceutical firms, insurance and managed care organizations and health care entrepreneurs, among others.

The curriculum leverages the University of Miami's longstanding leadership in business education, research, health sector management, clinical care and policy. Participants learn core business principles and practical administrative skills such as management and decision-making, as well as broad and theoretical perspectives as they apply to the industry. Faculty members are world-class scholars and highly regarded consultants in their respective fields.

Combining the University of Miami's strengths in graduate business education and its close relationships with the health system, this dynamic executive MBA program is a leading program of its type.



## Louis R. Pizano

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**Professor of Surgery and Anesthesiology;  
Chief, Division of Burns; Director,  
Trauma/Surgical Critical Care Fellowship Program; and Medical  
Director University of Miami /Jackson Memorial Burn Center MBA '08**

“Since graduating from the program, I was promoted to professor of surgery, chief of the division of burns for the University of Miami, and given the C. Gillon Ward Chair in Burn Surgery award. Jackson Memorial Hospital has entrusted me with being the director of the Burn Center, where I oversee a multi-disciplinary group of specialists. I have also had the honor of becoming the director of the Trauma and Surgical Critical Care Fellowship Training Program at Jackson Memorial Hospital, which is the largest and one of the most prestigious programs in our country.”





## Class Schedule

- Participants take two classes per term
- Classes are held on the Coral Gables campus one three-day weekend per month:  
Friday, Saturday, Sunday 8:00 a.m. to 5:00 p.m.\*
- Program duration is 23 months
- Participants progress together through a sequential pattern of courses

\* Class schedule and curriculum are subject to change.

## Curriculum

### FOCUSED SPECIFICALLY ON THE HEALTH CARE INDUSTRY, CLASSES INCLUDE

Analysis and Financial Statements  
Managerial Accounting and Health Care  
Legal Aspects of Health Administration  
Behavioral and Organizational Systems  
Analysis of Health Care Delivery and Policy  
Essentials of Health Care Administration  
Management Information Systems  
MBA Math Module  
Fundamentals of Finance  
Statistical Analysis for Managerial Decision Making  
Operations Research Models in Management  
Human Resource Management  
Operations Management  
Strategic Management  
Health Care Organization, Economics and Ethics  
Foundations of Marketing Management  
Public Policy and Health

# World-Class Faculty

Faculty in the University of Miami's Executive MBA in Health Sector Management and Policy program are committed to creating new knowledge through state-of-the-art research, disseminating knowledge through excellence in teaching and providing service to the profession, the university, and the global community.



**Steven G. Ullmann**

Professor and Chair, Health Sector Management and Policy



**Mary McKenry**

Lecturer, Management Science



**Harihara Natarajan**

Associate Professor, Management



**Richard Clarke**

Clinical Professor, Health Sector Management and Policy



**Douglas R. Emery**

Professor, Finance



**Linda L. Neider**

Professor, Management



**Vincent Omachonu**

Professor, Industrial Engineering



**Michael French**

Professor, Health Sector Management and Policy and Sociology



**Howard S. Gitlow**

Professor, Management Science



**Janet Porter**

Visiting Professor, Health Sector Management and Policy



**Tarek Sayed**

Adjunct Lecturer, Business Technology



**Ram Krishnan**

Professor and Asst. Chair, Marketing



**Andrew J. Leone**

Vice Dean of Faculty and Professor of Accounting



**Karen Turner**

Lecturer, Business Law



**Jonathan P. West**

Professor and Chair, Political Science



## Joe Ferreira

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President and CEO  
Nevada Donor Network

MBA '10

Two years after earning his MBA, Joe Ferreira was offered the opportunity to take over as president and CEO of the Nevada Donor Network, which was on the verge of shutting down. "Although it was a risk, I felt it was the best time in my career to take on this challenge," Ferreira says. Within three years, Nevada Donor Network had regained its accreditations and went from being the lowest-performing organ procurement organization in the country to the most productive. "My training and education at the University of Miami prepared me and gave me the tools to be successful."





## The Business of Health Care Conference

Participants in the University of Miami Executive MBA in Health Sector Management and Policy benefit from unique opportunities to share ideas on the forces shaping the health care industry. These include The Business of Health Care conference, which draws more than 700 professionals from the health care and global business community to the university each year. Topics range from defining the future of health care and the impact of health care reform to the disruptive technologies that are reshaping our health care system.

Conference participants not only have the opportunity to hear from leaders in the industry, but also to network with their peers. Past speakers have included policy leaders such as Kathleen Sebelius, former U.S. Secretary of Health and Human Services, and industry leaders such as Jeffrey Immelt, the chairman and CEO of General Electric. Companies represented by attendees include hospitals and health systems, health care practices and organizations, global pharmaceutical and biotechnology companies, global businesses, banks, health care law practices and insurance providers, to name a few.



Pictured left top: Jason Hwang, co-author, "The Innovator's Prescription: A Disruptive Solution for Healthcare," at the 2015 Business of Health Care conference

Pictured left bottom (left to right): Gregory D. Wasson, former president and CEO, Walgreens Co., and Patrick Geraghty, chairman of the board of directors and CEO, Guidewell and Florida Blue, at the 2015 Business of Health Care conference



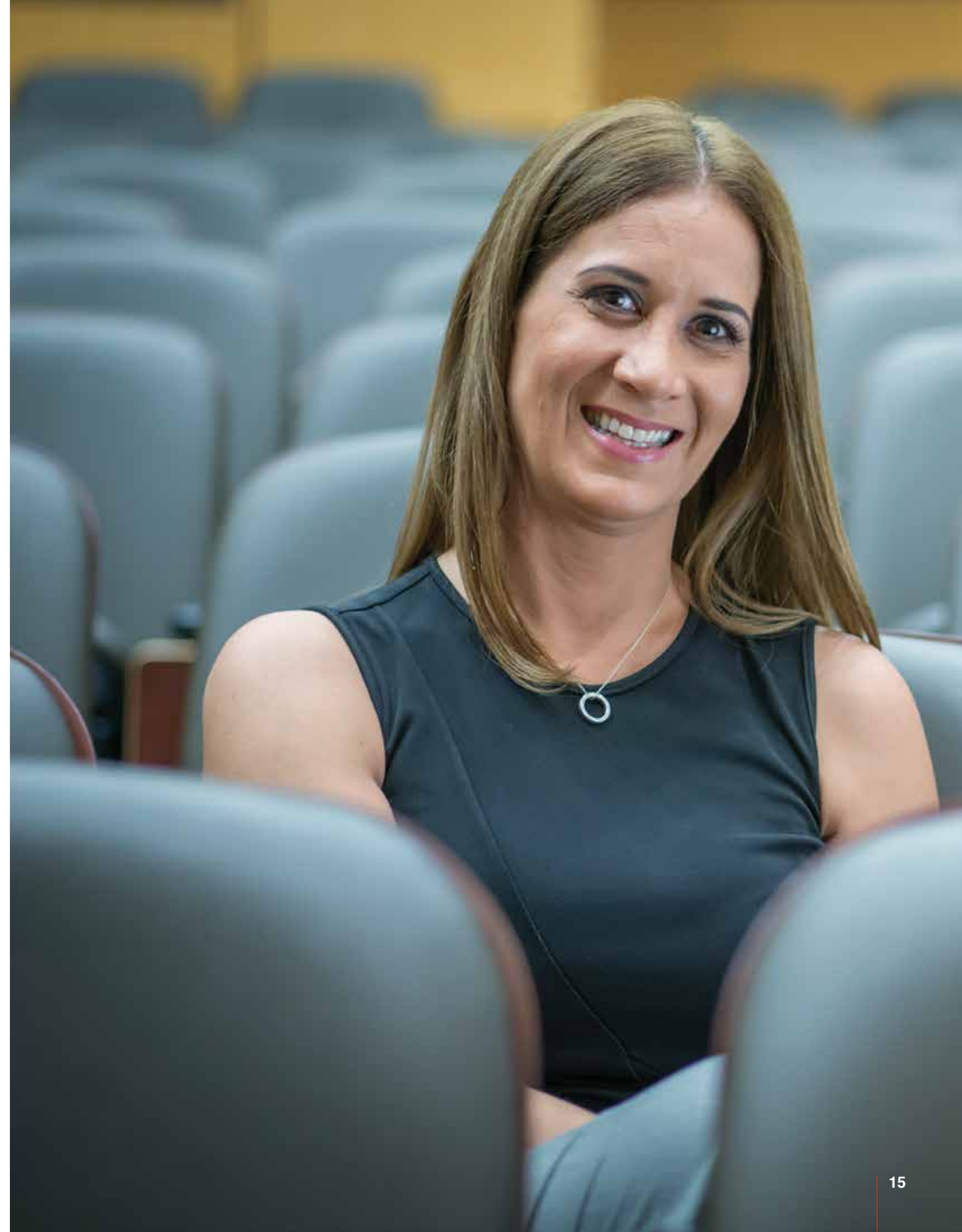
## Dania Martir

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Latin America Marketing Manager  
Boston Scientific

MBA '13

“In the first year, I was commuting from Puerto Rico, so having to go to Miami only once a month was timely and economically feasible. During my second year, I was working for the LATAM region, having to travel internationally frequently. Meeting only once a month gave me the opportunity to accommodate my business travels.”



## Return on Investment

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- Fast-track program with a schedule designed to meet the needs of high-level professionals
- A curriculum focused on developing competencies critical for business success, delivered by world-class faculty and renowned practitioners in their fields
- A robust network in the health care industry for access to new business opportunities
- Among the nation's longest-running health sector MBA programs
- Upon completing the program, students receive continuing medical education (CME) credits
- State-of-the-art facility, strategically located in Coral Gables, FL
- Streamlined application process and administrative support

## Accreditation and Membership

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The University of Miami's Executive MBA in Health Sector Management and Policy program is among the nation's select health care business programs to have dual accreditation by AACSB International – The Association to Advance Collegiate Schools of Business – and CAHME – the Commission on Accreditation of Healthcare Management Education.

The University of Miami School of Business Administration is a proud member of a select group of business schools with health care business programs, the Business School Alliance for Health Management (BAHM). The Alliance seeks to transform the health sector by advancing education, research and practice in the nation's top schools of management. BAHM encourages and inspires students and faculty to come together and harness their collective energy, intellect and resources to solve today's health care problems.





## Fernando Durand

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Area Director, Marketing and Sales  
Kindred Healthcare

MBA '01

“I was the only physical therapist assistant in the class. The class was made up of 30 percent doctors, 40 percent senior-level hospital leaders, 20 percent senior management-level insurance executives and 10 percent sales professionals. This diverse group added to high-energy conversations, topics, opinions, knowledge and expertise. There were discussions from successful professionals on diverse topics. I learned so much just by being part of these lively discussions with contrasting points of view; it was great to be a part of the discussions of health professionals.”





## To Apply

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Applications must be completed online.

Visit [bus.miami.edu/HealthMBAApply](https://bus.miami.edu/HealthMBAApply)

Representatives of the University of Miami Graduate Business Programs office are available to help you throughout the application process.

For questions, please contact us at 305-284-3710.

For more information or to sign up for an information session, visit [bus.miami.edu/HealthMBA](https://bus.miami.edu/HealthMBA)

## Admissions Criteria

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- Minimum of six years full-time work experience (the average is 14 years)
- Full-time employment during program duration
- Minimum of a bachelor's degree from an accredited institution (may be in any area of study)

## Contact Us

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Graduate Business Admission Office  
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[bus.miami.edu/HealthMBA](https://bus.miami.edu/HealthMBA)

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