



SIMON

MMS

Simon Business School | University of Rochester

MEDICAL MANAGEMENT

THE INTERSECTION OF SCIENCE AND BUSINESS

As a member of the health care community, your number one priority is a patient's well-being. The gratification you receive when you contribute to a patient's quality of life in a meaningful way is beyond compare.

Nothing else even comes close.

But there's no escaping the fact that there's more to health care than patient care. You're often called on to be a leader in the boardroom as well as at the bedside—because the financial decisions your organization makes have a direct impact on the level and quality of services provided to patients.

It's about a **new level of clarity.**

Clarity at Simon means learning how to see through ambiguity and the short-term, and **getting to the heart of any problem.**

Introduction to Competitive Strategy

HSM 451
Samuel Ogie

- INSURANCE
- ADOPTION
- CREDIBILITY
- SMALL SCALE
- 10y
- NEW COMPANY
- WHY DID BROAD DUMP?

CLEAR BUSINESS INSIGHT, PUT TO USE.

A degree from Simon equips you with a comprehensive set of tools that help you see beyond the short-term and give you the confidence to make informed, repeatable business decisions.

- Discover new efficiencies
- Utilize technology innovatively
- Navigate through financial obstacles
- Sharpen negotiating skills
- Establish actionable incentive methods
- Lead creatively
- Manage change
- Predict industry trends
- Develop business plans
- Gain health care finance fluency
- Make data-driven decisions
- Plan strategically
- Market health care services
- Understand operational processes
- Recognize opportunities
- Secure funding
- Manage people
- Mitigate risk
- Control costs

DANIEL PARR '10S (MS)

Undergrad:
West Virginia University
Current Title:
VP, Institutional Special
Needs Plans at naviHealth

“I GAINED A LOT OF REAL KNOW-HOW

FROM THE FACULTY'S HANDS-ON APPROACH

and around-the-clock accessibility. I knew then, if I wanted to advance my career, I needed to go to Simon. The expert faculty at **Simon show you how to generate creative solutions to problems that drive results.**”

TO SUCCEED AT ALL LEVELS OF YOUR ORGANIZATION, YOU NEED BUSINESS CLARITY.

The Simon School Medical Management Program was designed to help health care professionals master the business of science while sustaining the level of care that patients demand and deserve.

Our studied, practical approach to business education delivers the insight and skill you need to navigate expertly through the transforming world of health care, confidently make data-driven decisions in the face of ambiguity, and gain influence in your organization to help you make significant, lasting change.

NO. 9

IN THE US AND NO. 19 IN THE WORLD FOR ENTREPRENEURSHIP

NO. 5

IN THE WORLD FOR ECONOMICS

NO. 2

IN THE WORLD FOR FINANCE

Financial Times, 2018/2019

PART-TIME MEDICAL MANAGEMENT CURRICULUM

The Part-Time Medical Management Program curriculum is presented in a format that delivers core business material with a laser-sharp focus on the health care industry. By pairing Simon Business School core courses with health sciences management courses, you can be confident that you're learning exactly what you need to succeed in the fast-paced, high-demand health services environment.

STRUCTURE DESIGNED FOR BUSY PROFESSIONALS

CORE CLASSES	CAPSTONE PROJECT	MONTHS TO COMPLETION
10	1	18

KEY OFFERINGS

- Strategy and Business Planning
- Leadership & Management
- Financial Decision Making
- Operational Optimization

THE SIMON BUSINESS SCHOOL MEDICAL MANAGEMENT PROGRAM FITS YOUR SCHEDULE

The program is composed of 10 courses plus a capstone project

- Two courses per term for one academic year (August through July)
- Each course requires an in-class commitment of one night per week and one Saturday per month, plus some asynchronous content.

The final semester (typically August-February) is a six-credit team project. There are no class sessions.

The complete program can be completed within 18 months.

CORE CLASSES

- Business Economics of the Health Care Industry (HSM 420)
- Managerial Accounting for Health Care Organizations (HSM 425)
- Health Sciences Management and Strategy (HSM 430)
- Management of Healthcare Service Processes (HSM 437)
- Accounting, Economics, and Finance for MS Students (HSM 450)
- Health Care Marketing and Business Plan Development (HSM 451)
- Health Care Accounting and Finance (HSM 452)
- Health IT and Analytics (HSM 464)
- Leading Health Care Organizations (HSM 454)
- Organization and Strategy (STR 403)

CONVENIENT CLASS STRUCTURE

During a typical term, students enroll in one course for one night per week for seven weeks. In that same term, the student also takes a class on two weekends (all day Saturday).

CLASS CALENDAR

Calendar						
S	M	T	W	TH	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29/30

Note: This chart reflects the 2020–21 academic schedule. For the most up-to-date program requirements and course listings, please visit our website.

simon.rochester.edu/programs/pt-medical-management/curriculum



**MICHAEL MENDOZA MD,
MPH, '12S (MS)**

Undergrad:
University of Chicago
Current Title:
Commissioner of Public
Health, Monroe County
& Associate Professor,
Family Medicine, Public
Health and Nursing,
University of Rochester

“Simon has helped me to

**UNDERSTAND
THE COMPLEXITY
OF PROBLEMS**

more fully, and I feel more prepared than ever to
EFFECT CHANGE to solve them.”



“The Medical Management program helped me be a person who

**WAS PROMOTING
AND SHAPING
HEALTH CARE**

in this time of transformation rather than a person who was

**SIMPLY REACTING
TO WHAT WAS
GOING ON.”**

**ELIZABETH BOSTOCK MD,
PHD, '14 (MS)**

Undergrad:
University of Vermont
Current Title:
Clinical Assistant Professor,
OB/GYN

TOGETHER WE CAN.

Sometimes, it's better when great minds DON'T think alike.

Diversity is integral to how students collaborate and lead in a global workplace. Diversity invites dialogue. It blends multiple perspectives and it opens doorways to inventive ideas.

No two Medical Management students are alike. They come from all over, with different experiences in every corner of the medical industry. They all bring a unique perspective, knowledge base, and skill set—which they are more than willing to share—so after you graduate you'll be ready to lead the kind of cross-functional, multicultural teams that define today's successful organizations.



Clarity through
converging perspectives.

EDUCATION AT WORK.

REAL WORLD, REAL APPLICATION, REALLY EFFECTIVE

The Simon School Medical Management Program is a cross-functional educational experience that gives you a deep understanding of the bigger health care landscape so your studies aren't narrowly focused in one function of an organization. Our faculty have decades of experience and are well-versed in a variety of topics that are critical to understanding—and thriving in—the current health care environment. We augment our expert faculty-led instruction with seminars led by experienced executives and nationally recognized consultants who are invested in your success.

But you don't need to just KNOW. You need to be able to DO. To that end, Medical Management Program courses come to life with application-based scenarios based on current health care issues. In addition, the program culminates in a project-based practicum in a real health care organization—which lets you take your newfound classroom knowledge out for a spin in the real world.

“I chose the Medical Management program because I wanted to develop my managerial knowledge and be better able to **‘see the big picture’** in order to make things happen for **my patients and co-workers.**”

S. JASON CRELLIN, D.O.
'17S (MS)

Undergrad:
Brigham Young University
Current Title:
Pediatric Emergency
Physician at Geisinger



AMONG U.S. BUSINESS
SCHOOLS FOR ALUMNI
SATISFACTION

Bloomberg Businessweek, 2016

Clarity through application.

NO. 3 FOR ROI

AMONG PRIVATE U.S. BUSINESS
SCHOOLS THE ECONOMIST, 2021

MELIORA

“I attribute much of my professional success to my education at Simon. The opportunity to work in a team setting with different disciplines and collaborate toward one goal has played a huge part in my work in the Emergency Department.

**WE HAVE A LOT OF
OBSTACLES TO OVERCOME,
BUT WE’RE DOING THAT
COLLABORATIVELY AND
ACROSS
DISCIPLINES,**

and that approach was fully explored at Simon.”

MELISSA DERLETH, RN
'11S (MS)

Undergrad:
University of Rochester
Current Title:
Chief Nursing Officer
Highland Hospital

Your Simon Medical Management Degree is also a degree from the University of Rochester, one of the world’s leading private research universities. UR is known for outstanding programs in the arts and sciences, engineering, medicine, and music, and has a long-standing focus on data science. Our motto, “Meliora,” meaning ever better, expresses the University’s commitment to invention and innovation, fueled by hard work and imagination.



TOP 10 AMONG
U.S. UNIVERSITIES
FOR TECHNOLOGY
PATENT REVENUE



PIONEERING
PROGRAMS IN
OPTICS, IMAGING,
AND PHOTONICS



A NATIONAL
INSTITUTES OF HEALTH
CENTER FOR AIDS
RESEARCH



HOME TO THE
INTERNATIONALLY
RENOWNED EASTMAN
SCHOOL OF MUSIC

YOU CAN DO THIS.

Admissions

Application packets are accepted as early as a year prior to the start of the cohort you are applying for. Admission is on a rolling basis; however, the deadline for complete applications is June 15th. Any complete application packets received after this date will be considered for admission only if space is available. In the event the class has been filled before the deadline, the applicant will be placed on a waiting list.

Personal Interview

The Professional Programs Office will contact you to schedule your interview once a complete application has been received. You will be notified of your admission status within 7-10 business days of your interview.

Tuition and Fees

The approximate cost of the Medical Management Program is \$70,335. This covers tuition, course software and materials, meals, events, and other costs associated with the program.

Upon acceptance into the program, a \$500 nonrefundable, nontransferable deposit is required to hold a place in the class. The deposit is applied toward the first tuition and fee payment which is due on the 10th of the month after classes start. Tuition is billed each academic semester.

Transfer Credits

The Medical Management program offers an integrated sequence of 12 courses requiring team-based participation. Therefore, no credit toward the Medical Management program is given on the basis of coursework completed in any other program.

Nondiscrimination Policy

The University of Rochester values diversity and is committed to equal opportunity for persons regardless of age, color, disability, domestic violence status, ethnicity, gender identity or expression, genetic information, marital status, military/veteran status, national origin, race, religion/creed, sex, sexual orientation or any other status protected by law. Further, the University complies with all applicable non-discrimination laws in the administration of its policies, admissions, employment, and access to and treatment in University programs and activities.

Correspondence

For questions regarding the admissions process please contact:

Professional Programs Office

Simon Business School
University of Rochester
Box 270107, 204 Schlegel Hall
Rochester, New York 14627-0107

Phone: (585) 275-3439
Fax: (585) 244-3612
E-mail: ptprograms@simon.rochester.edu

GET TO KNOW US.

Simon's relatively small size means we can take the time to get to know each applicant personally. We encourage you to connect with our Admissions staff early in your search.

Have questions about our Medical Management program or what makes the most effective application? We're ready to help you every step of the way.

Visit campus.

We are available to meet Monday through Saturday. To schedule your visit, call us: 585-275-3439.

Apply now.

Finalize your application and receive our full consideration for admission and merit-based scholarship support.

Connect with us.

- Get in touch with an admissions representative or speak with a current student
- Attend an event

What You'll Need.

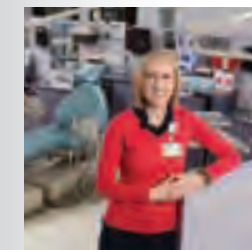
- Online application form
- Current résumé
- Two required essays
- Official transcripts from each college attended, even if a degree was not earned. Unofficial transcripts may be scanned and uploaded.
- Letter of Recommendation

ROUND 1 DEADLINE	ROUND 2 DEADLINE
April 15	June 1
FINAL DEADLINE	
July 15	

APPLY.

simon.rochester.edu/apply

ON THE COVER:



"The Medical Management program helps you build leadership and management skills and develop a useful business vocabulary. More importantly, that learning happens in a supportive environment and offers tools you can apply in your day-to-day job."

ERIN SHOPE '14S (MS)

Undergrad:
Colgate University
Current Title:
Pediatric Dentist at University of Rochester Medical Center



SIMON BUSINESS SCHOOL
UNIVERSITY of ROCHESTER

585-275-3439 pmba@simon.rochester.edu



SIMON
BUSINESS SCHOOL
UNIVERSITY of ROCHESTER

SIMON BUSINESS SCHOOL
UNIVERSITY OF ROCHESTER
204 Schlegel Hall
Rochester, NY 14627
(585) 275-3439
simon.rochester.edu

