The Healthcare and Pharmaceutical Management Program

Given the challenges that confront the healthcare industry today, employers are seeking individuals with well-rounded, advanced skills who can effect organizational change and commercialize healthcare products and services in a resource-constrained environment. Designed and led by seasoned practitioners, Columbia Business School’s Healthcare and Pharmaceutical Management Program (HPMP) equips students with the knowledge to become effective leaders and the expertise to invest in and provide new products and services to this increasingly complex sector.

“We’ve been very pleased with the students our company has recruited from Columbia Business School. The School’s healthcare program provides students with a well-rounded business education and the industry insight to make an immediate contribution to our global company.”

Robert Hallenbeck, Vice President of Business Development and Strategic Investments, BD (Becton, Dickinson and Company)

The Healthcare and Pharmaceutical Management Program
Creating Well-Rounded Healthcare Business Leaders

EDUCATING THE NEXT GENERATION OF HEALTHCARE LEADERS

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Healthcare and Pharmaceutical Management Program
Columbia Business School
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A Flexible and Comprehensive Curriculum
The HPMP offers students the flexibility to tailor their healthcare business education to their interests and career goals. The healthcare courses—all electives and distinctly experiential—integrate such disciplines as management, economics and marketing, providing students with skills that are applicable to multiple areas in the healthcare sector, including pharmaceuticals, medical devices and healthcare services.


Career-Focused Knowledge
Full-time Columbia faculty members with healthcare expertise identified the core competencies essential to today’s healthcare business leaders and collaborated with expert practitioners to develop the HPMP. Designed to equip students with the skills they need to make an immediate impact on the industry, the program connects students with mentors from academia and industry, as well as with career-services professionals.

Many graduates enter the healthcare practices of some of the most prestigious consulting, financial services, private equity and venture capital firms in the world. And each year, numerous healthcare organizations and firms recruit Columbia Business School students for jobs with pharmaceutical, biotechnology and medical-device companies, major medical centers and managed-care organizations.

Unparalleled Access to Business Leaders
Students interact regularly with leading industry practitioners, many of whom are alumni, through experiential learning opportunities in class and at events throughout the year:

- **Healthcare Conference:** This annual conference, organized by the student-run Healthcare Industry Association, focuses on strategic areas of interest in the industry and draws hundreds of students, alumni and industry professionals.
- **Career Mentoring Breakfaasts:** Distinguished healthcare industry leaders meet with small groups of students to discuss career paths, the job market and the state of the industry.
- **Healthcare Boot Camp:** Seasoned practitioners work with students to review the operating environment, key performance drivers and leading companies in the sector.
- **Lunch and Learn:** Senior executives visit campus to share their expertise with students and faculty members in a small-group setting.
- **Healthcare Career Supercharger:** This panel session is led by alumni practitioners and offers students an introduction to key sectors and jobs within the industry.

Access to the World-Class Columbia Healthcare Community
Two complementary professional schools at Columbia— the Mailman School of Public Health and the College of Physicians and Surgeons— provide students with access to multidisciplinary healthcare-management research and education. Some students pursue dual degrees in conjunction with these schools.

A Powerful Alumni Network
Columbia Business School alumni can be found at the highest levels of business leadership in healthcare organizations around the world. Many alumni work in New York City and the surrounding area and are actively involved in the student experience, from lecturing in the classroom and speaking at club-sponsored events to meeting informally with students and serving as career mentors.

A Global Perspective
Columbia Business School is well known for its international perspective, which allows students to apply what they have learned to business challenges around the world. More than half of the School’s full-time faculty members have lived or worked abroad, and many consult regularly for global businesses. The global network of friends, colleagues and mentors that students build through their Columbia experience is invaluable.

An Entrepreneurial Mindset
Entrepreneurial thinking is fully integrated throughout Columbia’s MBA curriculum. For aspiring entrepreneurs, the School offers a comprehensive program of specialized courses, labs, workshops and funding opportunities. The HPMP encourages students to take an entrepreneurial role in the design of the healthcare curriculum and the planning of industry-outreach activities.

New York City as Classroom
New York City and the surrounding region are home to some of the world’s largest healthcare corporations and to major investors in and advisers to the healthcare industry. Students benefit from this proximity to eminent practitioners in pharmaceuticals, biotechnology, medical devices, healthcare services, banking, venture capital, private equity, insurance and consulting.

“We started the Healthcare and Pharmaceutical Management Program in 2006 in response to the enormous impact the healthcare industry has on the global economy. Through the aggregate strength of the Columbia Business School community, we’re creating business opportunities around the world that address the numerous challenges facing patients, payers, providers and manufacturers of healthcare products and services. “

Glenn Hubbard, Dean and Russell L. Carson Professor of Finance and Economics

“Twenty-first-century healthcare firms need leaders who can visualize the effects of each decision on the multiple constituents who provide, pay for and receive healthcare products and services. Our students develop this expertise through a broad and multidisciplinary curriculum that prepares them for the complex challenges facing today’s global and early-stage healthcare enterprises.”

Cliff Cramer, Adjunct Professor of Management and Director, Healthcare and Pharmaceutical Management Program

“The practical lessons and industry insights from professors and guest speakers in the healthcare electives at the School prepared me for the unique challenges I confront in my job with a global medical-products company.”

Chris DiMarco ’07, Senior Financial Analyst, Ethicon (Johnson & Johnson)