



SOM's INSIDE SCOOP: CAREERS IN HEALTHCARE MANAGEMENT

RELEVANT CLASSES – IN AND OUTSIDE SOM

- **MGT 527:** Strategic Management of Nonprofit Organizations
- **MGT 529:** Workshop on Entrepreneurship in the Nonprofit Sector
- **MGT 611:** Policy Modeling
- **MGT 612:** Program Evaluation
- **MGT 675/HPA 570:** Cost-Effectiveness Analysis & Decision Making
- **MGT 691:** Healthcare Management
- **MGT 698:** Healthcare Finance & Health Economics
- **MGT 660/HPA 562:** Healthcare Information and Performance Management
- **MGT 699:** Healthcare Leadership Seminar
- **MGT 814:** Understanding the Financial Statements & Financial Condition of Private NFPs
- **All courses within the Yale School of Public Health**

FACULTY

- Michael Apkon, Associate Professor of Pediatrics
- Andrew Epstein, Assistant Professor of Health Policy & Administration
- Howard Forman, Associate Professor of Diagnostic Radiology
- Edward Kaplan, Professor of Management Sciences & Professor of Public Health
- Theodore Marmor, Professor of Public Policy and Management & Professor of Political Science
- David Paltiel, Associate Professor of Public Health and Management Sciences

SECOND YEARS INTERESTED IN/WITH EXPERIENCE IN THE FIELD

- Alex Beale (Clinical Research, Consulting)
- Abby Kowaloff (Pharmaceuticals, Health Communications)
- Vickie Potterton (Medicine, Consulting)
- Jason Robinson (Hospital Administration)
- Paul Sandoval (Pharmaceuticals)
- Farrah Fogarty (Pharmaceuticals)
- Gabe Sung
- Nelia Padilla (Pharmaceuticals)
- Uldis Mitenbergs (Pharmaceuticals, Medicine)
- Bobby Ndu (Medicine, Pharmaceuticals)
- Doug Lyssy (Medicine, Finance)
- Eugenia Song (Finance, Non-Profit Health Systems)

HELPFUL ALUMNI

- Paul Coggin, VP & Managing Partner, Compass Strategic Consulting

- Sam Forman, SVP & Chief Medical Officer, American Healthways
- Julie Huang, SVP, Financial Dynamics
- Randy Johnson, Executive Director Executive Healthcare MBA Program, Yale SOM
- Sue Neckes, SVP, Finance & Planning, American Healthways
- Susan Stuard, Greater New York Hospital Association

ORGANIZATIONS RECRUITING THROUGH THE CDO

- ECG Management Consultants
- Merck
- Roche
- Pfizer
- Cigna
- HealthNet
- Aetna
- Integrated Healthcare
- Boehringer Ingelheim
- Visiting Nurse Service of New York
- The Chartis Group
- DaVita
- Hewitt Associates (Healthcare Practice)

YALE UNIVERSITY RESOURCES

- Yale SOM Healthcare Club: <http://students.som.yale.edu/clubs/healthcare/>
- Yale Biotechnology Club: <http://www.yale.edu/biotech>
- Yale School of Medicine: <http://info.med.yale.edu/ysm/>
- Yale School of Public Health: <http://info.med.yale.edu/eph/> <http://info.med.yale.edu/eph/>

PUBLICATIONS, PERIODICALS, WEBSITES

Organization	Notes/Website
American College for Healthcare Executives	Professional association
Healthcare Financial Management Association	Professional association
HealthLeaders	Free, daily, electronic newsletter on all healthcare issues: http://www.healthleaders.com/
PhRMA	www.phrma.org
National Institute of Healthcare Management	www.nihcm.org
American Public Health Association	www.apha.org
Modern Healthcare	www.modernhealthcare.com (news)