Welcome to the business program that offers a degree of distinction.

Health care is the largest sector of the US economy and it is rapidly growing. The industry is in an era of significant change. As organizations respond to reform, they turn to leaders who have the management expertise to effect change in the new health care landscape of performance-based payment systems, population health management, and accountable care.

Our unique approach has trained health care leaders for decades.

Simon’s cross-functional and economics-based curriculum provides a framework for strategic decision-making that overcomes challenges and makes the most of dynamic opportunities to lead your team through regulatory changes and technological developments.

Simon instructors have decades of experience consulting in the health care industry and teaching health care professionals. They are recognized as leaders in organizational economics, finance, accounting, strategy, and operations.

Quality students make for a quality experience.

Along with an immersive academic program centered on analytics and leadership, our collaborative environment provides the opportunity to create more meaningful relationships with faculty, staff, and fellow students. Study teams benefit from a cohort of experienced professionals. Classroom instruction and guest lectures by highly regarded industry leaders provide an impactful experience that generates returns from day one.
As a successful clinician and entrepreneur, Doug’s time is always at a premium. He sought out Simon’s focused curriculum and weekend program format to expand his skill set in health care. “I like that the program is on the weekends. The format is convenient for a busy lifestyle,” he notes. Douglas also finds the interactive faculty and diverse backgrounds of his classmates to be valuable in class discussions.

A veteran of the US Army, Doug served as a trauma surgeon in Iraq before returning to the US to lead his own orthopaedic practices and an urgent care facility. Doug holds a BS in microbiology from the University of Rochester and MD and DDS degrees from Columbia University.

“It’s not good enough to just be a physician anymore, you have to know the business of medicine. At Simon, I’m gaining a better understanding not only of my own practice, but of health care in general.”

Douglas Holden, DDS, MD
Vice President
Garden State Orthopaedic Associates
CEO
Premier Physiatry Group and
ER Express Care
MS in Health Care Management Candidate
Class of 2016

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Gain the insight to lead an evolving industry.

Health care organizations must address fundamental issues such as what organizational structures are needed to succeed under population health management and how to best coordinate care across a continuum. Leaders need answers today to keep pace with industry evolution.

Enhance your leadership potential.

The Health Care Management program features yearlong instruction in essential elements of leadership, including negotiation and conflict resolution, managing groups and teams, and change management. Key components are delivered in focused lectures and exercises throughout the program by experts in the field.

Benefit from a collaborative classroom experience.

Simon students come from a variety of health care disciplines including physicians, nurses, allied health professionals, health care administrators, and researchers. As part of a highly engaged study team, you will draw on the unique insights of your classmates to master the skills and knowledge provided by our expert instructors. The collaborative nature of our program allows you to develop a network of professionals and lifelong friends that will serve as a resource throughout your career.

Diverse Perspectives

Simon Health Care Management cohorts include a balanced mix of backgrounds:
- Physicians
- Dentists
- Nurses
- Nurse Practitioners
- Physician Assistants
- Pharmacists
- Physical/Occupational Therapists
- Hospital and Program Administrators
- Private Practice Administrators
- Medical Researchers
- Industry Consultants
- Human Resource Managers
- Financial Analysts
- Accountants
- Operations and Logistics Managers
- Project Managers

“I wanted to broaden my professional horizons and have more opportunities. The program at Simon deepened my business perspective and gave me the tools to continue to expand my career.”

Paula A. Fessler, RN, FNP
Vice President
Emergency Medicine Service Line
Northwell Health

MS in Medical Management
Class of 2014

While working in the Emergency Department at Strong Memorial Hospital, Paula Fessler was acutely aware of health care’s changing environment. “I pursued a master’s from Simon to learn more about business operations and the language that goes along with it,” she says. “This knowledge improved processes and allowed us to provide excellent patient care in a cost-effective manner.”

The analytics-based education has also helped Paula land her new executive position. “When I interviewed with North Shore-LIJ Health (now known as Northwell Health), my Simon degree was a selling point. Using metrics and identifying barriers will be a key part of creating and maintaining business success,” she notes.
Our expert faculty. Your invaluable resource.

Our smaller class size means you will work closely with some of the world’s most recognized thought leaders in health care, finance, accounting, economics, management, corporate strategy, and marketing. Simon faculty members are independent thinkers who bring exceptional knowledge, experience, and passion to approaching and solving real-world business problems.

World-renowned instruction and research.
Simon’s world-renowned faculty excel in both teaching and research. In addition to being frequently published, several of our faculty members serve as editors of leading journals, some of which are published at Simon Business School.

Experience that reaches beyond the classroom.
Simon faculty members advise hospitals, accountable care organizations, physician groups, pharmaceutical firms, and consulting firms, and interact with both the business community and regulatory bodies. They serve on boards of health care providers, financial institutions, law firms, and key organizations such as the Securities and Exchange Commission. Our Rochester-based professors travel to New York City and are present throughout the weekend sessions. You will have unparalleled access beyond class lectures, with opportunities to gather helpful advice to bring back to the office.

List of faculty
Guy Arie, PhD, Economics and Strategy
Northwestern University
James A. Brickley, PhD, Finance
University of Oregon
Paul Ellickson, PhD, Economics
Massachusetts Institute of Technology
Ron Goettler, PhD, Economics
Yale University
Glenn Huels, MBA
Rochester Institute of Technology
Former VP, Bausch + Lomb
Sudarshan Jayaraman, PhD, Accounting
University of North Carolina, Chapel Hill
Ron Kaniel, PhD, Finance
University of Pennsylvania
David Klein, MBA
University of Chicago, former CEO of Excellus BlueCross BlueShield
Ravi Mantena, PhD, Information Systems
New York University
Sam Ogie, MBA
University of Rochester
Director, Simon Health Care Programs
Abraham Seidmann, PhD, Industrial Engineering
Texas Tech University
Vera Tolson, PhD, Operations Management
Case Western Reserve University
Gerard J. Wedig, PhD, Economics
Harvard University

Abraham Seidmann
Xerox Professor of Computers and Information Systems
and Operations Management
Professor Seidmann has consulted with many of the world’s leading industrial and service corporations. His current research and consulting activities include medical informatics, e-commerce, business process design, optimal resource allocation, and performance modeling for capacity planning and pricing.

James A. Brickley
Gleason Professor of Business Administration
Professor Brickley’s research and teaching interests are in the economics of organizations, corporate governance and compensation policy, corporate finance, and franchising. In addition to his academic interests, he has been a consultant to major corporations and not-for-profit organizations on strategy, valuations, incentives, and organizational architecture.

Gerard J. Wedig
Associate Professor of Business Administration
Professor Wedig has consulted to numerous medical organizations including hospitals, accountable care organizations, physician groups, pharmaceutical firms, and consulting firms on issues of health care finance, economics, and strategy. Professor Wedig’s research interests include governance of health care and not-for-profit entities, the incentive effects of payment systems, and determinants of private sector fees.
Our curriculum works to strengthen your potential.

The MS in Health Care Management curriculum provides a solid business foundation through an immersive academic experience that consists of in-class instruction, residency weeks, lectures from senior health care leaders, and team projects.

A curriculum designed for maximum impact.

The NYC MS in Health Care Management curriculum provides students with a solid management education and a robust understanding of the health care industry. The program consists of six core courses from the Simon MBA curriculum and six health care courses covering key topics such as industry structure and reform, financing, insurance, operations, information technology, and investments.

At the end of the program, our Medical Entrepreneurship business plan project lets study teams apply their analytic and leadership skills developed in the classroom to a real-world situation. Typical projects include developing business plans for new or existing services, and identifying opportunities to improve clinical quality and efficiency.

A program structured for effective learning.

The program begins with an orientation week focusing on the structure and financing of the health care industry. In subsequent modules in NYC, six foundational courses strengthen core knowledge. The focus then intensifies, integrating key concepts with faculty insights. Students gain a full appreciation of the frameworks that brought Simon to the forefront of management education.
Residency weeks

The residency weeks offer students the opportunity to immerse themselves into the Simon experience by bringing them to our picturesque Rochester campus in Upstate New York. The first residency week serves as the official start to the first two courses in the program. Students work closely with Simon professors, meet guest lecturers, tour key organizations, and network with each other and Simon alumni to round out their graduate management education.

The program concludes with a second residency week in Rochester, where students will present business plans, attend guest lectures, and study medical entrepreneurship from instructors who are known worldwide as leaders in the field.

Round-trip travel from New York City and accommodations for residency weeks are included in program fees.
An option that offers even greater rewards.

It’s about connections. From your cohort study team, where you will learn together what makes Simon a worldwide leader in management education, to the direct access you are given to senior faculty and successful alumni, the power of the Simon network is behind you.

A unique perspective tailored to NYC professionals.
With our rich history and reputation, Simon’s presence in New York City has grown to include academic programs that were once only available hundreds of miles away. Now with our MS in Finance and MS in Health Care Management programs in New York City, a growing number of graduates understand the power and value of earning a Simon education while continuing to gain work experience.

An alumni network that makes a difference.
With more than 20,000 Simon, University of Rochester, and University of Rochester Medical Center alumni in the Tri-state area, students have access to a dedicated and supportive professional network. Simon Business School hosts conferences, seminars, and events in Manhattan, drawing several hundred participants. Individual themes cover a variety of current topics of significant interest to the business community. Guest lectures, panel discussions, and social events with the Simon and University of Rochester alumni communities occur regularly throughout the academic year.

Recent notable speakers
Jonathan W. Friedberg, MD, MMSc
Samuel E. Durand Chair in Medicine
Director, Wilmot Cancer Center
Ray Dorsey, MD, MBA
David M. Levy Professor of Neurology
Director, Center for Human Experimental Therapeutics and Center for Health and Technology, University of Rochester Medical Center
Steven I. Goldstein, MHA
President & CEO, Strong Memorial Hospital, University of Rochester Medical Center
Scott Cooper, MD
President and CEO
St. Barnabas Hospital
William Hall, MD
Paul Fine Professor of Medicine
Director, Center for Healthy Aging
University of Rochester School of Medicine
Carol Raphael
AARP Board Chair, former President and CEO of Visiting Nurse Service of NY
Karen Ignagni
President and CEO
EmblemHealth
Stephen Wiggins
Chairman and CEO
Remedy Partners, Inc.

“The program is enhancing my ability to move into more leadership roles while also opening doors to other aspects of health care, including the hospital and provider industries.”

Mark Paganelli
Manager, Network Management
WellCare
MS in Health Care Management Candidate Class of 2016

Mark is seeing the benefits of his classmates’ wide variety of backgrounds as he seeks to deepen his professional network at Simon. “The diverse class profile makes for great dialogue and better understanding of the health care industry. Coming from the payor side, it has been beneficial to learn the physician and hospital perspectives. It has been a great opportunity to broaden my network as I seek to advance my career in the health care insurance industry,” he says.

With his education, Mark says he’s been able to immediately apply core economic principles to different aspects of his job.
“I have been able to identify and develop incentives that align with my work and team objectives,” he notes.
A powerful network in NYC and beyond.

Simon continues to expand our New York City offerings with signature academic programs and special events that attract everyone from early career professionals to experienced health care practitioners and executives.

Our home is at the center of it all.
The MS in Health Care Management in New York City program’s home is centrally located in Tribeca, with convenient access from all five boroughs, Long Island, Upstate NY, Connecticut, and New Jersey. Simon New York City-based staff and administration actively support student needs throughout the program by providing class materials, academic advice, career counseling, and referrals.

Expanding our reach to achieve your goals.
As a New York State Education Department-approved Extension Center, Simon is able to bring the unique and powerful analytic and economics-based approach to the Tri-state area. If your career goals warrant further education, supplemental course offerings in New York City and Rochester provide a path to the Simon MBA.

MS to MBA
While the majority of MS students are solely interested in the benefits of a specialized graduate degree, we offer the ability to apply all MS credits earned toward the completion of a Simon MBA. With 10 additional required courses—chosen in an individualized plan with your advisor, the opportunity to earn two graduate business degrees is a valuable option to consider.
You will see returns from day one. So will your employer.

Working professionals in the Simon program immediately bring current industry knowledge and actionable ideas back to their organizations. Students learn to streamline processes, improve quality and efficiency, develop new product or service offerings, and create new delivery and financing models.

Benefits that generate returns from the start.
The unique weekend and residency week format of the Simon MS in Health Care Management program allows your education to fit more conveniently into your busy schedule. Working professionals develop new solutions and methods for solving business problems that can be applied to many functions.

In addition, employers who send a team of students to our program can opt to have the students work together with a faculty advisor on the capstone business plan project to directly benefit their organizations. Investing in the education of high-potential employees can also aid retention and deliver a strong return on investment.

Momentum to propel your career.
Our MS in New York City students have a strong track record of post-graduation advancement and a proven return on investment. Hiring managers looking for professionals with advanced business skills regularly turn to Simon graduates to meet their staffing needs.
Fred Borrelli  
Chief Operating Officer  
Yale Medical Group

"Although I had my MBA and quite a bit of health care experience, I knew the Simon MS program would offer an in-depth business perspective and new insights to the industry’s unique economic environment."

Simon students are the best of the best. We seek candidates who are motivated, show evidence of leadership and teamwork, and are focused on career aspirations and academic excellence. Pursuing a Simon master’s degree is a rigorous and challenging enterprise, but the connections you make and the rewards you receive can bring returns that will last a lifetime.

Join an elite cohort with similar goals and equal drive.

Simon Business School evaluates a number of criteria for admission. Selection is based on the nature and scope of prior work experience, academic achievement, future career aspirations, and the motivation to succeed in a rigorous program. Evidence of leadership and teamwork, in addition to strong communication skills, are also key factors for consideration. Our candidates include early career professionals to division chiefs and program administrators with a wide range of experiences.

Let us support your next step to success.

A limited number of need-based and merit scholarships are also available through the MS in Health Care Management Program Office. Candidates are strongly urged to apply early for consideration.

Join a network of Simon alumni from these great organizations:

- Aetna Inc.
- Beth Israel Hospital/Medical Center
- Bayer Corporation
- Cigna Healthcare
- Columbia University Medical Center
- Excellus BlueCross BlueShield
- GE Healthcare
- Health Products Research Group
- Howard Hughes Medical Institute
- IMS Health
- Johnson & Johnson
- Maimonides Medical Center
- Maxim Healthcare Services
- MedcoHealth Solutions
- Merck
- Mt. Sinai Medical Center
- Montefiore Medical Center
- Northwell Health
- Novartis
- NYU Medical Center
- Pfizer
- St. Barnabas Medical Center
- Sultan Healthcare (Div of DENTSPLY)
- Sustainable Health Enterprises
- Weill Cornell
- Wellcare
- WellSpan Health
- Yale Medical Group

Be part of a community of learners.
Applications for the Simon Master of Science in Health Care Management in New York City are accepted on a rolling basis. Application packets received after the submission deadline will be considered for admission only if space is available.

For scholarship information, please contact program staff.

Contact Us
Janet Anderson, Executive Director, Professional Programs
Simon Business School NYC, University of Rochester
PHONE: (347) 514-3941 (New York City)
PHONE: (585) 275-3439 (Rochester Main Office)
FAX: (585) 244-3612
E-MAIL: mshcm@simon.rochester.edu
WEBSITE: simon.rochester.edu/mshcm

Financial aid information
Students who are US residents or citizens are eligible for federal or private loans to finance their education. The University administers a full range of federal and private financial aid programs through the University of Rochester Financial Aid Office. For further information on student loans, contact:
University of Rochester
Financial Aid Office
PO Box 270261
Rochester, NY 14627-0261
Phone: (585) 275-3226
Toll free if calling in the US: 1-800-881-8234
Online: https://enrollment.rochester.edu/financial

Key program information
Start Date: Late July
Application Deadline: June 1
Time to Complete: 13 months
Class Schedule: Saturday/Sunday every other weekend (excluding July and August)
Residency Weeks: July 2015 and July 2016 (Rochester)
Courses Required: 12 lockstep courses (3 credit hours each)
GMAT or GRE: Required—waiver possible
Work Experience: Internship and employment history

Application checklist
• Online application form
• Current résumé
• One required essay
• Unofficial transcripts, scanned and uploaded for each university attended
• Test-taker results for GMAT or GRE scores, scanned and uploaded (waiver possible—please contact program staff)
• One letter of recommendation (submitted electronically); a second letter of recommendation is optional
• $150 application fee

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