ABOUT THE CENTER FOR HEALTHCARE MANAGEMENT STUDIES

The Center for Healthcare Management Studies (CHMS) is the region’s leading university-based source of business training and education for health and life science professionals, students, and organizations. The Center offers a range of programs, including specialized AACSB accredited MBA degrees in healthcare and pharmaceutical management.

Designed for working health and life science professionals, all programs of the Center are:

- Directly relevant to the current and long-term issues facing health care and life science organizations.
- Academically rigorous with immediate and practical application in the “real-world.”

Center staff is composed of distinguished faculty members, experts, and senior practitioners. In addition to its educational and training programs, the Center is actively engaged in a variety of research projects focused on domestic and global issues affecting the pharmaceutical, physician, hospital, and health insurance industries.
ongoing and dynamic changes in the healthcare marketplace will continue to have a profound impact on all life science professionals, including executives, managers, scientists, and clinicians. Understanding the logic and direction of these changes is fundamental to building leadership at all levels of career development within the life sciences field.

The Institute for Life Sciences Leadership is a 32-hour certificate program for life science professionals of any discipline, integrating the basics of the US healthcare marketplace with leadership skill development.

Appropriate for anyone in life sciences including those that work for hospitals, clinical practices, managed care, pharmaceutical firms and consulting.

THE INSTITUTE FOR LIFE SCIENCES LEADERSHIP meets these goals through lectures, discussions, readings, coaching, and by forming participant teams. Each team experiences a series of performance-building exercises and is challenged to develop a multi-perspective analysis and a series of non-partisan recommendations for addressing basic issues facing healthcare leadership.

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INSTITUTE LEARNING GOALS AND FORMAT

The three primary learning goals of the Institute are:

1. To provide an overview of the primary stakeholders, market dynamics and policy issues of the US healthcare system.

2. To assist participants in building and refining their leadership behavior and skills including team development, analysis, problem solving, and communication.

3. To have each participant become actively engaged in the issues confronting the future of healthcare leadership.
PARTICIPANTS IN THE INSTITUTE WILL LEARN ABOUT:

The organization, structure, and dynamics of the US healthcare system

- The macro environment of healthcare
- Market assessment of the healthcare sector
- Description and roles of managed care, Medicare, and Medicaid
- Organization and linkages across the continuum of care

Fundamental challenges facing the healthcare industry

- Primary cost drivers
- Utilization and quality
- Dynamics of supply and demand
- Access and the uninsured
- Underlying health status and utilization patterns
- Linkages between clinical providers, purchasers, and consumers
- Functional supply-chain relationships
- The Medicare Prescription Drug, Improvement and Modernization Act (MMA), changes in reimbursement, quality and safety, and other key national policies and debates.

Practical leadership skills

- Leadership modeling
- Business vision
- Creativity and discovery
- Leading and managing business change
- Team building
- Communication
- Executive presentations
- Negotiation skills

WHAT PARTICIPANTS HAVE SAID ABOUT THE INSTITUTE EXPERIENCE

“Informative and relevant.”
- Product Manager, Advanced Health Media

“Overall, Wharton/Harvard quality. I learned what leaders must do to perform and execute in this environment.”
- Senior Manager, Berlex, Inc

“Excellent faculty”
- Senior Research Investigator, Bristol-Myers Squibb

“An in-depth analysis and understanding of the issues facing the healthcare industry. It is a great opportunity to learn about the healthcare environment in a very short time”
- Market Researcher, PharmStart, Inc.

“Bravo! Information presented was outstanding”
- Commercial Manager, DSM Pharma Chemicals

LOCATION

Sessions are conducted at corporate sites, the Hamilton Park Hotel and Conference Center, Florham Park, or at FDU’s College at Florham in Madison, New Jersey.

INSTITUTE MEETING SCHEDULE

The Institute is typically scheduled over eight sessions with four sessions conducted on Saturdays and four sessions conducted over four weekday evenings. Customized meeting schedules can be developed upon request.

Teaches leadership in the context of the larger healthcare marketplace.
Donald Zimmerman, Ph.D is the Executive Director of the Center for Healthcare Management Studies and serves as the lead faculty member for the Institute. Dr. Zimmerman has 25 years of senior leadership experience in state and national healthcare issues and has conducted over 100 strategic research and analysis studies for business, the US Congress, DHSS, and State government. Currently, Dr. Zimmerman manages several grants focused on the healthcare and pharmaceutical industry and has recently completed a major research project on managed care. He also teaches healthcare management courses for the Center’s Executive MBA in Health Systems Management on healthcare dynamics, organizational behavior, quality improvement, and policy analysis. Before coming to FDU, he served as a senior executive in government, was Managing Partner at the Center for Health Research and Communications, Inc., worked in Washington, DC on healthcare reform for the nonpartisan National Health Policy Forum, and was Senior Sociologist at Research Triangle Institute. He earned his Ph.D. in Sociology at Stony Brook University.

Eli Amdur is the lead faculty member for leadership and talent development for the Institute. Mr. Amdur is Senior Executive Fellow for Leadership and Talent Development at the Center and also serves as an Adjunct Professor of Executive Communication and Leadership in FDU’s MBA program. In both roles, Mr. Amdur provides leadership modeling and skill development seminars to the Center’s and College’s Executive MBA students. In addition to his work at FDU, he is also an active advisor to a number of corporate clients, including pharmaceutical firms, on issues ranging from executive coaching to communication skills to organizational effectiveness and team building to creativity and discovery. A long-time career coach and regular contributor of columns and articles about professional development to major newspapers around the country, you can read his writing regularly in newspapers around the country.

Gerard Cleaves, MBA is the lead faculty member of the Center’s MBA Pharmaceutical Management Program. Mr. Cleaves joined FDU in 2003 with more than 20 years experience in global supply chain management for multinational chemical and pharmaceutical companies. His primary areas of research and teaching interest are ethical business leadership, reimportation and counterfeit drugs, and global management strategies. He received his MBA from Harvard Business School and his MS in Engineering from Princeton University.

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FURTHER INFORMATION AND REGISTRATION

For further information, please contact Dr. Zimmerman at 201-692-7229 or chms@fdu.edu.