AGENDA

- University of Miami Highlights
- School of Business Vision
- Why an MBA
- The UM MBA Difference
- MD MBA Program
- Admission Process
UM HIGHLIGHTS

- Private, Independent University
- 15,000+ Students from 140+ Countries
- Business Students from 30+ Countries
- 650+ Graduate Business Students
- One of the Largest Executive MBA Programs in the U.S.
Dean Barbara Kahn’s Vision of Global Preeminence:

- State-of-the-Art Research
- Cross-Disciplinary Programs
- Engagement
• Research Excellence

• Successful recruitment of top faculty from world-leading business schools

Raphael Boleslavsky Joins from Duke

Tal Gross Joins from MIT

Peter Wysocki Joins from MIT

Dhananjay Nanda Joins from Duke

Santiago Mingo Joins from Harvard

Andrew Leone Joins from Penn State
CROSS-DISCIPLINARY PROGRAMS

New Health Initiatives
• Undergraduate Minor
• MD/MBA Dual Degree Program
• MBA/MPH, DNP in process
• Advisory Board: Curriculum, Research, Policy, Consulting, and Executive Education

Established Health Initiatives
• Health EMBA Program since 1976
• One of 12 programs in US that are dually accredited by AACSB & CHAME
• Program director is recognized as a leader in health management education and health economics
The UM School of Business is reaching out across the globe, to establish student and faculty exchanges across Latin America, Asia, Spain and the Middle East.

INDIA – CHINA – BRAZIL – ARGENTINA
CARRIBEAN – MEXICO – SPAIN – DUBAI
ENGAGEMENT: Alumni Outreach

UM School of Business has been reaching out to alumni all over the world

• Business School Alumni Events
• Mentor Programs
• Building Connections
The School of Business is gaining national exposure for its programs and faculty in leading news media.
WHY AN MBA
WHY AN MBA

- Prepares Physicians for leadership in healthcare
- Enhances medical professionals’ management and decision making skills
- Offers physicians knowledge to better manage large group practices
- Provides Valuable Networking Resources
- Grants a Widely Respected Degree
- Offers International Exposure
THE UM MBA DIFFERENCE
THE UM MBA DIFFERENCE

- Distinguished, Award-Winning Faculty
- Prestigious Academic Institution
- Dually accredited by AACSB and CAHME
- Highly Qualified, Diverse Student Body
- Accomplished, Professional Peers
- State-of-the-Art Resources
- Global Business & Alumni Network
ALUMNI NETWORK

ONE OF THE LARGEST ALUMNI NETWORKS IN U.S.

- Steven Sonenreich, MBA ‘90
  CEO, Mount Sinai Medical Center

- E. Joseph Steier, III, MBA ‘06
  President and CEO, Signature HealthCARE LLC

- Daniel Greenleaf, MBA ‘97
  President, Coram Specialty Infusion Services

- Dr. Mayda Antun, MBA ‘93
  CEO, CAC-Florida Medical Centers

- Dr. Elizabeth Anne Ouellette, MBA ‘03
  Director, Miami International Hand Surgical Services

- Dr. Yolangel Hernandez Suarez, MBA’07
  Medical Director, Jackson Health System

- Dr. Luigi F. Meneghini, MBA ‘01
  Associate Professor of Clinical Medicine, Endocrinology, Diabetes and Metabolism, University of Miami

- Dr. Gaetano Ciancio, MBA ‘02
  Director of Transplant Education, Kidney and Pancreas Transplantation, University of Miami
ADMISSION

▪ Completed Application Form
▪ Official University Transcripts
▪ Letter(s) of Recommendation
▪ Résumé
▪ GMAT Score
▪ Application Fee
UM MD MBA PROGRAM
## Program Structure

### MD-MBA Program

<table>
<thead>
<tr>
<th>Year</th>
<th>Term 1</th>
<th>Term 2</th>
<th>Term 3</th>
<th>Term 4</th>
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<tbody>
<tr>
<td>1</td>
<td>ACC 670</td>
<td>ACC 671</td>
<td>FIN 641</td>
<td>MGT 643</td>
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<td>MGT 620</td>
<td>MKT 640</td>
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<td>ECO 680</td>
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<td>4</td>
<td>ACC 670</td>
<td>ACC 671</td>
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<td>ECO 680</td>
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<td>CIS 610</td>
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<tr>
<td></td>
<td>ESP 602</td>
<td>ESP 603</td>
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<tr>
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<td>Health Admin</td>
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<td>5</td>
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</tbody>
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### Transfer Credits
- Transfer 6 credits from MD to MBA

### Courses
- ACC 670
- ACC 671
- FIN 641
- MGT 643
- MGT 675
- MGT 620
- MKT 640
- MGT 677
- MAS 631
- ECO 680
- MAS 632
- CIS 610
- ESP 602
- ESP 603
- TBD

### Concentration
- Health Administration Concentration
  - Fri/Sat/Sun or Saturday only

### Other Notes
- 6 credits in final term offered as two 3-credit classes (part of special programs). One course is a capstone class for MBA and the other course will synthesize MBA and MD degrees.
- 4-Day Orientation
- MBA courses are 2 credits each.
- ESP courses are 1 credit each.
- Concentration courses are 3 credits each.
## Health EMBA Program Courses

- Take three courses with Health EMBA Class
- Class times are one weekend per month: Friday, Saturday and Sunday
- Increase networking opportunities

<table>
<thead>
<tr>
<th>Term 1 (SPRING)</th>
<th>Term 5 (SPRING)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ESP 601 MBA Math Review (non-credit)</td>
<td>FIN 602 Fundamentals of Finance</td>
</tr>
<tr>
<td>MGT 651 Behavioral and Organizational Systems</td>
<td>MGT 653 Operations Management</td>
</tr>
<tr>
<td>MGT 681 Essentials of Health Care Administration</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Term 2 (SPRING)</th>
<th>Term 6 (SPRING)</th>
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</thead>
<tbody>
<tr>
<td>ACC 602 Analysis and Financial Statements</td>
<td>MGT 602 Human Resource Management</td>
</tr>
<tr>
<td>ECO 690 Essentials of Economic Theory</td>
<td>POL 655 Public Policy and Health</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Term 3 (FALL)</th>
<th>Term 7 (FALL)</th>
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</thead>
<tbody>
<tr>
<td>MAS 610 Statistical Analysis for Managerial Decision Making</td>
<td>CIS 621 Management Information Systems</td>
</tr>
<tr>
<td>MKT 660 Foundations of Marketing Management</td>
<td>ACC 650 Managerial Accounting and Health Care</td>
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<thead>
<tr>
<th>Term 4 (FALL)</th>
<th>Term 8 (FALL)</th>
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</thead>
<tbody>
<tr>
<td>MAS 641 Operations Research Models in Management</td>
<td>BSL 685 Legal Aspects of Health Administration</td>
</tr>
<tr>
<td>MGT 687 Health Care Organization Economics and Ethics</td>
<td>MGT 658 Strategic Management</td>
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### MBA Profiles

<table>
<thead>
<tr>
<th></th>
<th>Fulltime MBA</th>
<th>MD/MBAs</th>
<th>Health EMBA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Average Age</strong></td>
<td>26</td>
<td>26</td>
<td>40</td>
</tr>
<tr>
<td><strong>Work Experience</strong></td>
<td>2.5 Years</td>
<td>1.1 Years</td>
<td>15 Years</td>
</tr>
<tr>
<td><strong>Average GPA / GMAT</strong></td>
<td>3.2 / 636</td>
<td>3.6 / 666</td>
<td>3.1 / n/a</td>
</tr>
<tr>
<td><strong>Citizenship (US/Int’l)</strong></td>
<td>75% / 25%</td>
<td>100%/0%</td>
<td>Not Applicable</td>
</tr>
<tr>
<td><strong>Gender (M/F)</strong></td>
<td>75% / 25%</td>
<td>78% / 22%</td>
<td>59%/41%</td>
</tr>
</tbody>
</table>
MD MBA PROGRAM

- Program Begins August 2010
- Upcoming Deadlines:
  Round 1: 12/01/09
  Round 2: 02/01/10
  Final: 04/01/10

- Cristina Raecke
- craecke@miami.edu
- 305-284-2510

- Aurora Goicochea
- aurora@miami.edu
- 305-284-2510
ARE YOU READY TO LEAD?