

Pursuing a
Career *in*
Healthcare
MANAGEMENT

The **Healthcare Management Degree Difference**

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The **Healthcare Management Degree Difference**

You are a caring and compassionate person. You want to make a real difference in the lives of others, and you want to make the world a better place. You are intelligent and able to think clearly and strategically on complex problems. You are drawn to professionalism, to the application of leadership skills, and you can clearly improve the lives of others, and to the challenging mission of healthcare management.

Excellent! **You have made the right choice.** Pursuing a healthcare management degree will best prepare you for a successful career and future opportunities in the healthcare industry. You can earn an accredited healthcare management program or certificate to graduate healthcare management.

Why? An accredited or certified healthcare management degree can provide you with both an in-depth understanding of the healthcare sector and the essential competencies needed for the practice. When you graduate from a healthcare management program, you are uniquely prepared to manage a broad spectrum of healthcare organizations. At the same time, a healthcare management degree program offers mentoring and field experiences with senior healthcare executives that are rarely duplicated in other degree programs. **You gain a competitive advantage both in launching your career and in learning applied competencies that are essential for your success.**

Moreover, your accredited or certified degree has earned the highest respect among healthcare organizations as they recruit for new management talent. **You will have the advantage of understanding the specialized language, financing, and politics of the healthcare system.** Your critical thinking skills in healthcare management and your knowledge of this dynamic and complex sector will provide a significant advantage in your professional preparation.

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Healthcare management training provided critical understanding of the unique aspects of the US system, and has allowed me to get into different areas than many students might consider. I would encourage others to consider the many career paths available with a health management degree."

~ **Marti Pechnyo**
Sr. Director, US Benefits
Kraft Foods Global, Inc.

*See page 4 for Certification and Accreditation information.

The career opportunities with a healthcare management degree are expansive and invigorating—including hospital and health systems management, medical groups, pharmaceutical and biotechnology companies, care management organizations, health information technology firms, supply chain companies, government/policy organizations, health insurers, banks, and healthcare management consulting firms. The healthcare management community and program alumni provide you with advancement opportunities and a network of contacts that is invaluable as you progress throughout your career.

“My degree in healthcare management helped me ask the right questions from the start. I learned from leaders in the field and developed professional relationships that helped me continue to learn and grow as I moved through my career.”

~ **Mark Bertolini,**
President, Aetna



Prepare to launch your career in healthcare management by selecting the approach that provides specialized skills and knowledge essential to managing health-related organizations—something not available in traditional management programs.

Choose the healthcare management degree difference.

Why Pursue a Career in Healthcare Management?

◆ **Making a Difference/Social Mission** — Decision-makers in healthcare executives can help improve lives for even thousands of people every day. Many healthcare professionals have a sense of social mission and want to make a difference in the people they work with. Healthcare management programs prepare graduates for healthcare organizations that offer meaningful work and advancement opportunities for those who want to make a difference.

◆ **Career Opportunities** — Healthcare is the second largest industry in the U.S., and the sector has added more than 11 million jobs. Virtually all new jobs in the sector over the last 5 years came from healthcare; and the sector has added more jobs than most other segments.¹

Healthcare management programs can find significant opportunities in areas ranging from small rural communities to large metropolitan areas and throughout the world.

◆ **Excellent Earning Potential** — Students pursuing healthcare management careers have excellent earning potential. According to the U.S. Bureau of Labor Statistics, medical and health services managers earned an average annual salary of \$81,160 in 2006.

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1 “What’s really propping up the economy” BusinessWeek, September 25, 2006

Senior healthcare executives with more experience and achievements can earn \$200,000 or significantly more.

- ◆ **Career Flexibility** — An education in healthcare management can take you in many different and exciting directions. In addition to more traditional careers in healthcare management, graduates work in many other areas including: pharmaceutical companies, health insurance companies, management consulting, banks and other financial institutions, long-term care facilities, professional societies and state and Federal agencies.

The core skill set you develop in a healthcare management degree provides a competitive advantage within the healthcare sector. These skills transfer readily across a variety of industries and into non-health sector positions as well.

- ◆ **Management and Advancement** — Healthcare management is an excellent career ladder—and many graduates advance into different sectors of the field over the course of their careers.
- ◆ **Community Impact** — Healthcare executives typically serve as active members of their communities. Hospitals and healthcare organizations are among the largest employers in many communities and their organizations positively impact the health of the populations they serve and the well-being of their community.
- ◆ **Continual Self Improvement** — Healthcare management is a career that values continual self improvement and education, and most employers encourage continued professional development. Many organizations often support tuition remission or in-service training for new skills. Innovation and continuous learning will be a part of the job from the day you start.

"As a relatively young healthcare executive I have no doubt that my degree has been [the] central factor in my professional advancement."

~ **Ajani Dunn, FACHE,**
Operations Administrator,
Mayo Clinic Jacksonville

"Both the classroom knowledge and practical experience gave me a foundation that has set me apart from those with more general management degrees.

There is no question that having a graduate degree in healthcare administration opened many doors for me."

~ **Donald R. Avery, FACHE**
President/CEO
Hughston Orthopedic Hospital

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Certification and Accreditation

Undergraduate Certification

Hundreds of schools across the U.S. advertise undergraduate programs in health administration, healthcare management or health policy. The academic offerings for these programs range from a couple of electives in the subject added to a busi-

"My degree gave me the foundation to work in both the hospital and consulting fields... graduates of healthcare management programs bring a depth of industry knowledge that is highly valued by our clients."

~ Rachel Miller, Senior Manager
Healthcare & Life Sciences Practice
Deloitte Consulting

ness degree on one end of the spectrum to a Bachelor of Health Administration with required field experience on the other. Within this wide range of available options, how does a program set itself apart from the others in terms of overall quality? How can prospective students gain the confidence and assurance that the academic program they choose is of the highest quality and relevant in today's healthcare environment? How can employers benefit from the quality assurance of a

program graduates? All of this can be accomplished by choosing a Certified Undergraduate Program.

For undergraduate healthcare administration programs, the American Association of Colleges of Health Administration established a peer review process for those programs. The process involves a panel of external review in the interest of program quality. The completion of the panel review process leads to Certification of Undergraduate Programs. For a full list of programs go to www.aupha.org > Find a Program > Undergraduate Programs. For more information on Full Certified membership status, go to www.aupha.org > Find a Program > Level Member Programs.

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Accreditation

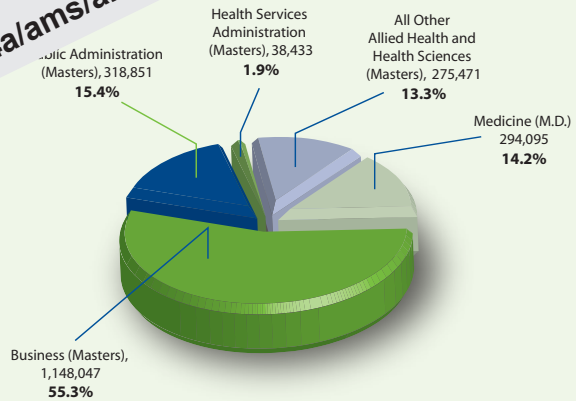
Accreditation is designed to foster high-quality, professional healthcare management education. "Healthcare Management" is an inclusive term describing skills and competencies utilized by individuals working to support and improve the delivery of health services. The definition involves many market segments, including (but not limited to) acute and non-acute providers, medical practices, community health organizations, insurers, pharmaceutical and equipment suppliers, professional societies and trade associations, consultants, health policy organizations, and the academic community.

Students can identify graduate management education programs that meet their chosen profession's standards by connecting to the CAHME website (www.cahme.org) and reviewing the requirements and curriculum of the CAHME accredited programs. The accrediting process assures students that the programs meet rigorous academic standards that prepare them for meaningful professional careers. All education programs seeking accreditation by CAHME, regardless of the setting for the graduate program, are evaluated by CAHME Criteria for Accreditation.

The Chosen Few

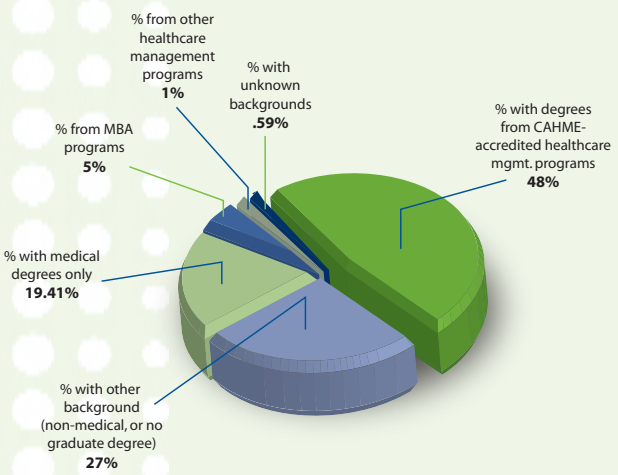
The higher up you go on the executive ladder, the clearer the value of a health administration degree. Although healthcare managers comprise a small proportion of business and administrative programs, the majority of the top leaders at the nation's best Hospitals (USNWR) hold degrees in health administration, management, and the majority of the nation's top health care management and accredited programs.

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Graduates by degree type, 1970-1991

Source: National Center for Education Statistics (NCES)



CEOs from US News & World Report's Top 100 Hospitals

Research assistance provided by Witt/Kieffer, Inc.

HELPFUL LINKS:

- ◆ Association of University Programs in Health Administration (www.aupha.org)
- ◆ American College of Health Care Administrators (www.achca.org)
- ◆ American College of Healthcare Executives (www.ache.org)
- ◆ ACHE's Healthcare Management Careers (www.healthmanagementcareers.org)
- ◆ American College of Medical Practice Executives (www.mgma.com/acmpe/index.cfm)
- ◆ American College of Physician Executives (www.acpe.org)
- ◆ American Organization of Nurse Executives (www.aone.org)
- ◆ Asian Healthcare Leaders Association (www.asianhealthcareleaders.org)
- ◆ Canadian College of Healthcare Executives (www.cche.ca)
- ◆ European Association of Healthcare Management Executives (www.eahme.org)
- ◆ Healthcare Information and Management Systems Society (www.himss.org)
- ◆ Medical Group Management Association (www.mgma.com)
- ◆ National Association of Advisors to the Health Professions (www.naahp.org)
- ◆ National Association of Health Services Executives (www.nahse.org)
- ◆ U.S. Department of Labor, Medical and Health Services Manager (www.bls.gov/oco/ocos014.htm)
- ◆ Health Resources and Services Administration (www.bhpr.hrsa.gov/kidscareers/)
- ◆ "Your Career as a Healthcare Executive" (ACHE) (www.ache.org/carsvcs/ycareer.cfm)

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For Additional Information on a Career in Healthcare Management,

contact the Association of University Programs in Health Administration (AUPHA) at aupha@aupha.org or (703) 894-0940.

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AUPHA
Excellence in Healthcare
Management Education

