

# SLOAN PROGRAM

Masters in Health Administration

Preparing  
health care  
leaders for

**the next generation**



Cornell University  
Sloan Program in Health Administration

SLOAN PROGRAM  
A TRADITION OF  
**EXCELLENCE**  
AT CORNELL.



*Alfred P. Sloan, the innovative CEO of General Motors frequently named one of the greatest business leaders of the 20<sup>th</sup> century, anticipated the importance of management in the health sector when he selected Cornell University as the place to establish the first two-year graduate program of its kind in the United States in 1955.*

We are dedicated to preparing  
**new generations**  
of leaders

Today, the Sloan Program in Health Administration is preparing new generations of leaders to apply management and organizational expertise to the advancement of the health and well-being of people, families and communities around the world.

**For more than 50 years, the Sloan Program has set a high standard of excellence**

in health management education and training. Its approach is rigorous, innovative and hands-on. It is driven by preeminent faculty, engaged alumni, bright, dedicated students, and collaborations across Cornell's rich academic landscape. And it delivers a wide array of opportunities to those seeking careers in the dynamic and vital field of health administration.

Built upon a  
**solid foundation**

Offering a Master of Health Administration (MHA), a dual degree MHA/MBA with Cornell's Johnson Graduate School of Management, an accelerated 5-year BA/BS + MHA, and access to extraordinary Cornell programs such as hotel management, labor relations and law, the Sloan Program

**prepares professionals for leadership positions throughout the health care industry.**

The Sloan Program is built upon a foundation comprised of training in management; a solid understanding of the health care system, policy environment, ethics, public health and epidemiology; and hands-on learning in real world settings.





Designed for  
**optimal career success**

A rigorous academic curriculum combined with practical training prepares Sloan alumni to excel from the day they graduate.

**Sloan graduates achieve an exceptional placement rate**

in the job market. The majority assume roles with hospitals, health systems, ambulatory care, group practice, and management consulting firms. The remainder is spread throughout a variety of professions including insurance, pharmaceuticals, policy and advocacy, long-term care, government, venture capital, banking and technology. And a few continue on to medical school. They join the ranks of Sloan alumni who are in executive and leadership positions in health-related organizations throughout the United States and around the world.

# An unrivaled learning experience

The Sloan Program is a highly selective, two-year program on Cornell's beautiful campus in Ithaca, NY. With approximately 20 students per class, it delivers individualized education and training, while at the same time, it fosters experience working in teams and strong social relationships among classmates. Students are provided with outstanding access to faculty, alumni mentoring, internships, and the vast resources of Cornell University's offerings in medicine, facilities management, hospitality, business, labor relations and other fields.

What distinguishes the Sloan Program is a curriculum that is health care specific from the start, taught by faculty who are leaders in their fields.

Students learn management, accounting, marketing, human resources, economics, epidemiology, law and ethics in a health care context, taught by outstanding scholars whose award-winning research and accomplishments are influencing the direction of health care today.

All students complete summer internships which provide valuable field experience. Sloan alumni and other leading practitioners visit campus to teach and mentor. Every student completes a capstone project that involves him/her directly with premier health care organizations, and many choose to take advantage of project or shadowing opportunities with executives in the region.



**Sean Nicholson**, Associate Professor  
**B.A., Economics** Dartmouth  
**Ph.D., Wisconsin**

Professor Nicholson was most recently on the faculty of the Wharton School at Penn, where the MBA students voted him the 2003-2004 recipient of the Helen Moss Anvil Award for outstanding teaching quality. He teaches courses in health care financial management in the **Sloan Program** and has written or supervised the writing of twelve health care finance cases. Professor Nicholson is a member of the National Bureau of Economic Research (NBER) Health Care Program. Professor Nicholson's research investigates the role of government policy and information in determining the structure of health care markets, and how individuals and firms make decisions in those markets. He studies the market for new physicians; research and development in the biotechnology and pharmaceutical industries; and the value of investing in workers' health. The sponsors of his research include the Centers for Disease Control and Prevention, the U.S. Department of Health and Human Services, The Robert Wood Johnson Foundation, Merck & Company, Pfizer and AstraZeneca.



The knowledge and relationships gained at Sloan have made a difference in my career, so I have tried to make my own contributions through service as a board member and past-president of the Sloan Alumni Association, as a visiting lecturer, Cornell Council member, mentor/preceptor, donor, and as a friend and colleague to many fellow members of the Sloan alumni family.

**Nancy Schlichting '79**  
**President and CEO**  
**Henry Ford Health System**

The strong network of alumni and friends helped lead to a number of outstanding opportunities in health policy leadership on both a state and national level. As someone who benefited from the strong Sloan training, I believe it is important to share my experiences and 'give back' to current students, which I have tried to do through financial support, campus lectures, mentoring, hiring graduates and via work with the Sloan Alumni Association.

**Spencer Johnson '71**  
**President**  
**Michigan Health & Hospitals Association**  
**Former Associate Director of the White House Domestic Council**

The alumni network opened the door for my career in Hospital Administration by providing me a true mentor and colleague in William Greene '77, Vice President for Operations, New York-Presbyterian Hospital. For 30 years William Greene has

*opened the door  
 for many Sloan  
 graduates like me.*

I am now trying to do my part by helping students and alumni through the hosting of alumni events, student seminars, jobs, shadowing, internships, and through work as a board member of the alumni association.

**Jeffrey Bokser '01**  
**Director of Business Administration**  
**New York-Presbyterian Hospital**  
**Executive Board Member,**  
**Sloan Alumni Association**

Sloan is truly a special program. Its size fosters a close-knit community of students, faculty and alumni at this

*world-class  
 Ivy League university.*

And in today's competitive environment, access to Cornell's outstanding hotel management and labor relations schools gives Sloan graduates a competitive advantage. Even with almost 15 years of experience, Sloan was an amazing experience and provided tools and contacts that will help take my career to a new level.

**Jon Scott '06**  
**Past-President**  
**Sloan Student Association**  
**Health Management Associates, Inc.**

## **Graduates have worked at:**

### **Major Health Systems-**

Cornell-Columbia (NY-Presbyterian)  
 Duke  
 Health Management Associates  
 Henry Ford  
 Johns Hopkins  
 Kaiser Permanente  
 Mass General/Partners  
 North Shore Long Island  
 Jewish Health System  
 Ochsner Clinic  
 Stony Brook University Hospital  
 University of Pennsylvania  
 Veterans Health Administration

### **Organizations such as-**

American College of Cardiology  
 American Hospital Association  
 Accenture  
 Aetna, Inc.  
 Aldephi Capital  
 Booz-Allen & Hamilton  
 Boston Scientific  
 Catholic Health  
 Child Health Corporation of America  
 CIGNA Insurance  
 DCA Partners  
 Dade Behring Inc.  
 Deloitte Consulting  
 Goldman Sachs  
 Health Plan Association of NY  
 HSS Ventures  
 Johnson & Johnson  
 Methylgene, Inc  
 National Committee for  
 Quality Assurance (NCQA)  
 Pfizer, Inc.  
 PriceWaterhouse Coopers  
 United Health Group  
 US House, Senate and  
 White House Committees  
 Westat

## **Recent Executives-in-Residence:**

**Dr. Nick Fabrizio**  
 SUNY Upstate Medical Center  
 President NY MGMA chapter  
 former ACHE Regent

**Mike Weidner**  
 Past CEO Highland Hospital and  
 VP Strong Health-U of Rochester

**Dr. Bonnie Howell**  
 Consultant Foley  
 Proctor/Past CEO Cayuga  
 Medical Center

**Fred Yanni**  
 Past Chairman Univera Healthcare  
 Executive Vice President,  
 Excellus Blue Cross

**Jeff Bastable**  
 Past CEO Westerly Hospital  
 Senior Development Officer  
 St. Joseph Hospital Foundation

# Why choose A Career in Health Administration?

**Career Opportunities.** Largest industry in the U.S. and the second largest employer, more than 11 million jobs, has driven much of the private sector job growth.

**Make a Difference!** Decisions by healthcare executives can help improve life for hundreds, even thousands of people each day—'do well by doing good'.

**Excellent Earning Potential.** Starting salaries typically range from \$50,000 to \$100,000. Senior healthcare executives with more experience and achievements can earn \$200,000 or significantly more.

**Leadership and Advancement Potential.** Excellent career ladder and flexibility—many people take on roles in different sectors of the field over the course of their careers.

# Why choose The SLOAN PROGRAM?

- 1** Small class size promotes excellent team skills and close working relationships
- 2** Exceptional, award-winning faculty that work closely with students, plus access to the vast resources of the largest and most comprehensive Ivy League university
- 3** Dedicated leaders and Executives-in-Residence who provide students with practical counsel and assistance to help assure exceptional job placement rates
- 4** Extensive, highly engaged alumni network of executives and health sector leaders throughout the world who stay connected, guest lecture, advise and mentor students
- 5** Management taught in the context of health care from day one, with electives offered at the world-renowned schools of Hotel Management and Industrial and Labor Relations.



SLOAN



Cornell University

## for more information

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