

THE GEORGE
WASHINGTON
UNIVERSITY
MEDICAL CENTER
WASHINGTON D C

**School of Public Health and Health Services
and
School of Business**

**Health Services Administration Concentration
in the
MBA Degree Program**

Note: All curriculum revisions will be updated immediately on the website <http://www.gwumc.edu/sphhs/>

The George Washington University School of Business and the School of Public Health and Health Services, through its Department of Health Services Management and Leadership offer the MBA with a field of concentration in Health Services Administration (HSA) that has academic specializations in acute and ambulatory care management and long-term care management. Health care and delivery of health services is the largest industry in the United States. It is a rapidly growing component of the economies of second and third world countries, as well. Almost one-seventh of the United States gross domestic product is produced by the health care system, and there is a need for skilled executives in the tens of thousands of organizations and programs that deliver health services. The organizations managed by health services managers include hospitals, nursing facilities, health maintenance organizations, clinics, physician practices, hospice, and home health agencies. Management of health services organizations is among the most demanding, challenging, personally satisfying, financially rewarding and dynamic careers that one could undertake. Be a part of the solution to organize and deliver health services.

Program Requirements

Admission to the School of Business MBA degree program. Use the GW Graduate School Application (<http://www.gwu.edu/~gradinfo/>). In addition to the MBA core and elective courses, students pursuing the HSA concentration select one of the two concentrations: Acute and Ambulatory Care Management or Long-Term Care Management. Each includes 12 hours of health services administration courses. An appropriate field experience may be a part of the concentration, in addition to the required courses. The Department of Health Services Management and Leadership offers many courses that can be used as electives. The requirements for both concentrations are listed below. Note: Students wishing to substitute another HSML course for a required course, consult with Dr. Darr and complete the process to petition for the substitution.

Please contact:

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SPHHS Web: <http://www.gwumc.edu>

SBPM Web: <http://www.mba.sbpw.gwu.edu>

| Acute and Ambulatory Care Management Required Courses | | | | |
|--|-----|---|-----|--|
| HSML | 202 | Introduction to the US Health Care System | 2 | Introduction to the systems that define and shape delivery of health services in the United States. Case studies and presentations on major issues develop an appreciation of dilemmas confronting policymakers, providers, and patients: balancing cost, quality and access. Access and disparity, health care professions, facilities, managed care organizations and government health care programs. Policy changes that have had major impact on American health care in the past century. Summer 1, Fall, Spring |
| HSML | 211 | Health Economics | 2 | Economics of the health care sector. An economic analysis of public policy alternatives in the health industry. Roles of the physician, hospital, insurance, and other health care markets are examined. Fall, Spring |
| HSML | 215 | Health Law for Managers | 2 | Sources of law and legal processes affecting health services. Administrative law and agency processes. Legal aspects of torts and contracts for physicians, staff, patients, and health services organizations and systems. Trends in health services law. Prerequisites: HSML 202 and 203 Spring |
| HSML | 231 | Management of the Acute Care Hospital | 2 | Organizing and managing acute care hospitals. Relationships and procedures of clinical, support, and administrative departments. Process analyses and applications of the Deming method of continuous quality improvement. Requirements of the Joint Commission on Accreditation of Healthcare Organizations. Prerequisite: HSML 202, 204, and 209 or instructor's permission. Fall |
| HSML | 238 | Ambulatory Care Management | 2 | Organizing and managing ambulatory care. Models, financing, institutional affiliations, estimating and planning for ambulatory care, and using medical group practice as part of comprehensive services delivery. Prerequisites: HSML 202, 204, and 209 |
| HSML | 239 | Managed Care | 2 | Health maintenance organizations (HMOs), preferred provider organizations (PPOs), and utilization management (UM) in fee-for-service plans. Formation, organization, contractual arrangements, and medical management of managed care regarding costs, utilization, quality, and access are analyzed from the perspectives of managed care organizations, employers, providers, and public policy. Role of government in managed care, competition and marketing of managed care plans, and relationships between plans and providers. Efficacy of managed care in public and private sectors is explored. Prerequisites: HSML 202, 204, and 209 |
| HSML | 290 | Special Topics | 2-3 | Experimental offering; new course topics and teaching methods. May be repeated for credit. Fall, Spring, Summer |
| Acute and Ambulatory Care Management Elective Course | | | | |
| HSML | 271 | Field Problem Studies/Internship | 3 | Work experience guided by a qualified preceptor on selected management and planning issues and problems occurring in health services facilities, programs, and agencies. Primarily for advanced master's and doctoral students; open to other students by arrangement. May be repeated for credit. |

| Long-Term Care Required Courses | | | | |
|--|-----|---|-----|--|
| HSML | 202 | Introduction to the US Health Care System | 2 | Introduction to the systems that define and shape delivery of health services in the United States. Case studies and presentations on major issues develop an appreciation of dilemmas confronting policymakers, providers, and patients: balancing cost, quality and access. Access and disparity, health care professions, facilities, managed care organizations and government health care programs. Policy changes that have had major impact on American health care in the past century. Summer 1, Fall, Spring |
| HSML | 235 | Delivery of Post-Acute Care Services | 2 | Organization and management of non-nursing home post-acute care programs and facilities. Management of both institutional and non-institutional post-acute care settings including assisted living, home health care, adult day care, continuing care retirement communities, and other facilities for persons needing long-term specialty care. Emphasis on personal and professional skills necessary to provide a wide range of services and quality care in these settings. Prerequisites: HSML 202 and 204 |
| HSML | 236 | Aging and Disability: Needs and Services | 3 | Problems of aging and disabilities including social, psychological, biological, economic and health services needs. Theory and research explore attitudes and behaviors based on contact with older and/or disabled persons. Delivery of informal and social services to aged and disabled persons. Fall |
| HSML | 237 | Managing the Skilled Nursing Facility | 3 | Organizing, financing, and managing the skilled nursing facility. Determining residents' needs and developing appropriate services. Accreditation Standards. Government regulations and licensing requirements. Prerequisites: HSML 202, 204, 209, and 236 Fall |
| HSML | 254 | Seminar: Ethics in Health Services Administration | 2 | Managerial implications of ethical issues in health services delivery: administrative and institutional ethics; professional codes; conflicts of interest, impaired professionals, end-of-life decisions, experimentation, and new technology; resource allocation. Fall, Spring |
| HSML | 290 | Special Topics | 2-3 | Experimental offering; new course topics and teaching methods. May be repeated for credit. Fall, Spring, Summer |
| Long-Term Care Elective Course | | | | |
| HSML | 271 | Field Problem Studies/Internship | 3 | Work experience guided by a qualified preceptor on selected management and planning issues and problems occurring in health services facilities, programs, and agencies. Primarily for advanced master's and doctoral students; open to other students by arrangement. May be repeated for credit. |