Internship recruiting starts very early in the fall. All resumes need to be finalized and approved by September 1. Students need to be prepared for interviews by mid-September.

Healthcare Definition
Healthcare Management encompasses the design, development and orchestration of organizations, products, processes and human resources to achieve high performance by supplier, information technology and provider entities across the health care value chain.

What is Healthcare?
The application of business principles to impact prevention, health care services and wellness across the global network of for-profit, government, and non-profit health entities that impact people and economies. Healthcare Management has a strong focus on the development of new products and services, economic sustainability, management strategies and policy. The industry includes suppliers, distributors, providers (e.g., hospitals, clinics, surgical centers and long term care), insurance, information technology, pharmaceuticals and biotechnology.

Career Titles
- Sales & Marketing Officer
- Clinical Demand & Supply Lead Solution Manager
- Global Account Executive Medical Director
- IT Director
- Director, Global Talent Management
- Sales Executive
- Strategy & Operations Manager
- Vice President, Supply Chain Management
- Health Care Marketing Executive
- Pharmacy Manager
- Clinical Team Manager
- Healthcare Designer
- Consultant
- Vice President of Business Development
- Senior Analyst
- Strategic Sourcing Specialist
- Purchasing Project Analyst
- Brand Channel Coordinator
- Senior Medical Liaison
- Director, Pharmacy Performance Healthcare Underwriter Healthcare & Benefits
- Sourcing Manager
- Project Manager
- Senior Pricing Analyst
- Leadership Development Associate
- Financial Analyst
- Medical Director

Skills
- Cost Analysis
- Product Development
- Information Technology
- Decision Making
- Cross-Cultural Collaboration
- Strategic Sourcing
- Cross-Functional Teams
- Customer Service
- Project Management
- System Administration
- Leadership
- Marketing Strategy
- Business Processes
- Negotiations
- Vendor/Supplier Relationships
- Managing Professionals
- Business/clinical integration
- Evidence-based Management
- Incentive design and management
- Activity-based Accounting and Management
- Policy Development and Implementation
- Management of Innovations
Notable Recruiting Companies

- CVS Caremark
- Genentech
- Biogen
- Mayo Clinic
- Banner Health
- Phoenix Children’s Hospital
- Experian Health
- Iora Health
- Cunningham Group
- GoVig
- Xerox
- Dignity Health
- Deloitte Consulting
- Johnson & Johnson
- PwC
- Microsoft
- Ventana Medical Systems
- Novo Nordisk
- BBVA Compass
- Intel Corporation
- Healthtrust
- NeoLight
- TriWest Healthcare Alliance
- CVS Health
- Cardinal Healthcare
- Owens & Minor
- Premier
- HonorHealth

Sample Internship Projects

- Created workforce planning and recruitment strategy in conjunction with HR.
- Developed a business plan for Oncology service line growth.
- Analyzed revenue cycle enhancements for nursing departments.
- Collaborated planning for impacts of healthcare reform.
- Created and facilitated business case for innovation initiatives such as telemedicine.
- Assessed utilization of group purchasing organizations.
- Developed plan for managing physician preference items in ophthalmology.

Key Terms & Acronyms

Healthcare.gov Glossary

Sample Interview Questions

15 Common Healthcare Job Interview Questions
Traditional Questions
Behavior-based Questions
Situational Interviews
Questions to ask the employer
Phone Interview Tips

Sample Resumes

Template
First Year
Second Year

GCC Career Tools

Interview Stream
Vault
CareerShift
Glassdoor

Beyond-B School (access through WPC Connect)
RelishMBA
MBA Case

ASU Career Tools

Sun Devil CareerLink
Goinglobal
Candid Career
W. P. Carey Graduate Student Clubs

There will be a Student Club Fair in August where you can get more information about joining the different graduate student clubs.

Healthcare Club
Graduate Supply Chain Management Association (GSCMA)
Consulting Club
Business Information Management Association (BIMA)
*Business School Alliances for Health Management (BAHM)

Professional Organizations

It is very important for students to consider joining professional organizations while in school. Students typically receive free or reduced membership prices. These organizations provide a wealth of resources in your chosen field, as well as opportunities to network with professionals. In addition, as a member of an organization you can add this to your resume, which shows a commitment to your chosen field and is looked upon favorably by recruiters and hiring managers.

American Association of Healthcare Administration (AAHAM) - Regular Membership $190, Student Rate $50
National Association for Healthcare Quality (NAHQ) - Regular Membership $165, Student Rate $85
Association for Healthcare Administrative Professionals (AHCA) - Regular Membership $195
Arizona Hospital and Healthcare Association - Regular Membership $100
American College of Healthcare Executives - Regular Membership $150, Student Rate $75
Arizona Public Health Association - Regular Membership $100, Student Rate $25
Healthcare Information and Management Systems Society (HIMSS) – Regular Membership $199, Student Rate $30
Medical Group Management Association - Regular Membership $475, Student Rate $35

Certifications
Certified Professional In Healthcare Quality (CPHQ)

Articles/Publications

Why Pursue a Career in Health Administration?

Online Resources

Websites:
   The American Society for Healthcare Human Resource Health Information
   Beckers Hospital Review
   Robert Wood Johnson Foundation
   Kaiser Family Foundation
   Health Affairs
   Modern Healthcare

Twitter feeds:
   American Medical Association: @AmerMedicalAssn
   Modern Healthcare: @modrnhealthcr
   MBA Jobs Healthcare: @mbajobs_health
   Wall Street Journal Health News: @wsjhealth

Newsletters:
   Health Leaders Media
Videos:
  What do Healthcare Managers Do?
  Healthcare Administration Career Video
  ACHEConnect

LinkedIn Groups:
  W. P. Carey School of Business at Arizona State University
  Forte Foundation
  The 2-Hour Job Search – Q&A Forum
  Medical Information Group
  Global Public Health
  Digital Health

LinkedIn Channels:
  Healthcare
  Pharmaceutical
  Insurance

Job Boards:
  Health Career Web
  Hospital Jobs Online
  Association of University Programs in Health Administration Job Board
  American College of Health Care Executives
  Association for Healthcare Resource & Materials Management (AHRMM)

**Alumni Success Stories**

- Avella Specialty Pharmacy: Todd Speranzo
- Bard Peripheral Vascular: Nick Boggs