Mission Statement
The mission of Saint Joseph’s Pharmaceutical & Healthcare Marketing MBA for Executives is to provide industry programs for all segments of the pharmaceutical, biotech, medical devices, diagnostics, allied partners and healthcare industries, delivering these programs to the lifelong student in a flexible and convenient format within state-of-the-art environments.

Pharmaceutical and Healthcare Marketing Learning Goals and Objectives

Objective 1: Leadership — Students will demonstrate the ability to lead in team situations, that is, to motivate, inspire and direct a team to achieving its goals.

Objective 2: Knowledge of functional area — Students will know core concepts within each business discipline of accounting, finance, management, marketing, and information technology.

Objective 3: Critical thinking and problem solving — Students will be able to analyze business scenarios in an integrative way and make constructive and actionable recommendations for problem solving.

Objective 4: Interpersonal/communication skills — Students will demonstrate competency in written and verbal communication aimed at facilitating, and reporting the results of, collaborative problem solving and decision making processes.

Objective 5: Ignatian Values — Students will be able to generate scholarship that embodies free, open inquiry, and provokes imaginative thinking and reflection on values. An appreciation for and ability to apply the Ignatian values of: a commitment to rigorous education and lifelong learning; an insistence upon ethical decision making; a desire for social justice; and a care and concern for others.

Objective 6: Global/Diversity — Students will understand the challenges businesses face in a global economy, and the cultural issues firms must address to succeed in this environment. A fuller understanding of and respect for diversity in the population and in organizations related to differences across cultures, ethnic groups, socio-economic groups, gender and sexual orientation.

Program Specific I Objective: Strategic Thinking: Students will exhibit strategic approaches to the complex business related problems in the pharmaceutical industry and provide alternative strategies evaluating the pros and cons of those approaches.

Admissions Requirements and Procedures
Students are admitted through a rolling admission process. Students applying for admission to the Pharmaceutical & Healthcare Marketing MBA for Executives Program must have a baccalaureate degree from an accredited college or university. Admissions criteria:

- 4 (four) years of pharmaceutical industry experience
- a completed application form
- official transcripts of all course work from each undergraduate and graduate school attended, with minimum GPA 2.5. International students need an official course-by-course evaluation by World Education Services (WES) of undergraduate and/or graduate education;
- a résumé
- a letter of recommendation
- A structured personal interview is required in lieu of GMAT or GRE scores

Foreign applicants whose native language is not English are required to take the Test of English as a Foreign Language (TOEFL). Arrangements should be made by writing directly to TOEFL, Box 6151, Princeton, NJ, U.S.A., 08541-6151. Students already in the Philadelphia area who do not have a TOEFL score may be admitted following satisfactory performance on the English test administered at the ELS Center on the Saint Joseph’s University campus. A minimum score of 550 or 213 on computerized test on the TOEFL is required to take any courses in this program. An IELTS score of 6.5 or an official PTE score of 60 is also acceptable.
Qualified students who complete Level 112 at the ELS Language Center and receive a strong, positive letter of recommendation from the Center can begin their graduate studies without the official TOEFL score. Applicants are also required to register with the Word Education Services (WES) to have an official course-by-course evaluation of their undergraduate work. Additional information on WES transcript evaluation can be obtained by visiting them at www.wes.org.

**Tuition and Fees: Pharmaceutical & Healthcare Marketing MBA for Executives**

All students enrolled in the courses are charged on a per course basis. All charges are due and payable upon receipt of the invoice. Students can view their invoices through their student accounts in MySJU. It is the students' responsibility to maintain their account in a current status. Corporations will be billed directly only when appropriate authorization has been made by the corporation. Please check with Hawk Central on procedures for corporate billing.

Students who are financially delinquent will forfeit the privilege of attending classes and the University has the right to withhold grades, transcripts, and diploma until such indebtedness is paid.

Fees are paid by check or money order, or they may be charged to Visa, MasterCard, or American Express. For the current academic year the tuition per 2 credits is $2900.

**Matriculated Students**

Students who have met all admission requirements are classified as matriculated students.

**Academic Dismissal**

Students enrolled in the Pharmaceutical & Healthcare Marketing MBA for Executives who receive a grade of C or below for three (3) credit hours will receive a warning letter. Students who receive a grade of C or below for six (6) credit hours will be placed on academic probation and will be so advised by letter. Students who receive a grade of C or below for nine (9) credit hours will be dropped from the program. All students must maintain a 3.0 GPA in the program to be eligible for graduation. The Pharmaceutical & Healthcare Marketing MBA for Executives Program Director monitors student progress throughout the course of the program. The university reserves the right to request the withdrawal of any student when, in its judgment, the general good of the university requires it.

**Pharmaceutical & Healthcare Marketing MBA for Executives**

**Admissions Committee**

The recommendation for accepting applicants into the program will be made by the Admissions Committee and its members. Members of the Admissions Committee are:

- Terese Waldron, M.S., Chair of the Admissions Committee
- George P. Sillup, Ph.D., Associate Professor and Chair of Pharmaceutical & Healthcare Marketing
- Thani Jambulingam, Ph.D., Associate Professor of Pharmaceutical & Healthcare Marketing
- Joseph Larkin, Ph.D., Associate Professor of Accounting
- John Yi, Ph.D., Assistant Professor of Decision and Systems Science
- Ginette McManus, Ph.D., Professor of Finance
- Carolin Schellhorn, Ph.D., Assistant Professor of Finance
- Ronald K. Klimberg, Ph.D., Professor of Decision and System Sciences
- Bill Trombeta, Ph.D., Professor of Pharmaceutical & Healthcare Marketing
- David Steingard, Ph.D., Associate Professor of Management
- Anthony DeConte, M.D., Visiting Professor of Pharmaceutical & Healthcare Marketing
- Iljoo Kim, Assistant Professor of Decision and System Sciences

**Location and Time of Courses**

The two-day course format accommodates the personal and professional demands of individual students. Courses are offered nearly every Friday/Saturday year round. Students may attend as often as their schedule permits, completing the degree requirements within six years.

Courses are offered at ACE Center, Lafayette Hill, PA (15 minutes from Main Campus). Each course is completed in a Friday/Saturday classroom session, along with a pre- and post-assignment. The Capstone course, MPE 795, is a three-day course offered on a Thursday, Friday and Saturday. Visit the web site at www.aceconferencecenter.com for more information about the ACE Conference Center.
Pharmaceutical & Healthcare Marketing MBA Curriculum
The Pharmaceutical & Healthcare Marketing MBA for Executives requires the completion of 24 courses. All courses are 2.0 credits each for a total of 48 credits. The core business courses are designed to ensure that all students in the program have that common body of knowledge necessary for advanced study in business. The following courses are required.

- MGT 520 Empowering Individuals and Groups for the Practicing Executive
- ACC 510 Accounting Foundation
- FIN 501 Economics Foundation
- FIN 504 Finance Foundation *(It is strongly recommended to take FIN 501 first)*
- MPE 530 Marketing Foundation
- FIN 551 Managerial Finance *(Prerequisite FIN 501, 504)*
- ACC 560 Managerial Accounting *(Prerequisite ACC 510)*
- MGT 581 Leadership and Development *(Prerequisite MGT 520)*
- DSS 591 Business Statistics
- BUS 582 Business Ethics
- MPE 710 Product Management
- MPE 670 Pricing
- MPE 620 Supply Chain Management
- MPE 640 Pharmacoeconomics
- MPE 700 Strategies for Managed Care *(Prerequisite MPE 620)*
- MPE 610 Drug/Device Regulations
- MPE 660 Sales Management *(Prerequisite MGT 520)*
- MPE 650 Competitive Analysis
- DSS 592 Data Analytics
- MPE 630 Marketing Research *(Prerequisite DSS 591)*
- DSS 593 Forecasting *(Prerequisite DSS 591)*
- MPE 720 Global Corporate Strategy
- MPE 795 Capstone *(Must have completed 36 credits including all quantitative and foundation classes, as well as MPE 650 and MPE 710)*

Choose One (1) Elective
- MPE 711 Pharmaceutical Strategy: Strategies for Market Access
- MPE 625 Creating Effective R & D
- MPE 780 Future Issues
- MPE 781 Health Policy
- MPE 770 Independent Study

Pharmaceutical & Healthcare Marketing MBA for Executives Course Descriptions

(24 Classes required for a total of 48 Credits)

Foundation Courses (5 Required)

- **MGT 520 Empowering Individuals and Groups for the Practicing Executive**
  This course focuses on an organization's most salient resource, the power of its human capital. It investigates the foundation of, and strategies for, empowering organizational members to manage organizational transformation processes from an executive perspective. Empowering individuals and groups requires an understanding of how to manage oneself and collectives effectively, creatively, and ethically in work organizations. This course investigates executive strategies for enhancing individual and collective performance through learning about motivation, perception, individual differences, organizational culture, teams, and change management. No prerequisites

- **ACC 510 Accounting Foundation**
  This course deals with financial accounting and reporting, and the understanding of the four basic financial statements: balance sheets, income statements, retained earnings statements, and cash flow statements. It analyzes the role of the manager in the development and use of the preparation of financial statements. The use of key ratios in the analysis of a firm's financial statement is also discussed. It is strongly recommended that ACC 510 be taken prior to FIN 504

- **FIN 501 Economics Foundation**
  This course will familiarize the student with economic analysis: the determination of microeconomic variables, such as the price of a product with its output in individual markets and the determination of macroeconomic variables, such as GNP, the rate of inflation and the rate of unemployment.

Inquiries
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www.sju.edu/epharma
FIN 504 Finance Foundation
The first course MPE 6004 builds on the material presented in the accounting module. We move from the presentation of the balance sheet, income statement, and statement of cash flows to an analytical framework of these statements employing ratios. We examine the informational content of the ratios both cross-sectionally and in the times series. In addition, we develop the common sized ratio process. We then build on this knowledge by using the ratios to project pro forma statements and examine the consequences of these projections. The module continues with an examination of the cash budgeting process, and concludes with the development of the time value of money concepts. It is strongly recommended that ACC 510 be taken prior to FIN 504.

Prerequisite – FIN 501.

MPE 530 Marketing Foundation
The course sets the stage for future study by taking students through the marketing fundamentals beginning with strategy, target marketing and opportunity analysis, then developing product, price, distribution and promotion (the 4 p's), and an introduction to customer driven marketing strategy, all in a managed care context.

Additional Required Courses (18 Required)

FIN 551 Managerial Finance
This course starts with the pricing of financial assets, which follows directly from the time value of money concepts developed in the first module. We then discuss risk, interest rate determination, and an analysis and explanation of the yield curve. This leads to a discussion of the intermediation process and the roles of the various institutions in that process, as well as the functions of the capital and money markets. In addition cash flow projections are developed, as well as initial outlay concepts. The NPV and IRR rules are developed and extended to a general decision-making framework. The last section of the course focuses on the concepts of firm valuation and the effects of leverage on the organization.

Prerequisite FIN 501, FIN 504

ACC 560 Managerial Accounting
This course provides an overview of managerial accounting and its uses in the pharmaceutical industry. Topics covered include cost concepts and terminology, systems design (including job-order costing), just-in-time and activity-based costing. Other topics include cost behavior, cost-volume-profit relationships, and profit planning.

Prerequisite: ACC 510.

MGT 581 Leadership & Development
What is leadership? How do I realize my leadership potential? This course is designed for executives who want to develop and hone their leadership skills and approaches. Successful completion of the course will enable participants to (1) identify and understand the keys to successful leadership, (2) analyze their own leadership styles and behaviors, and receive feedback on the appropriateness and effectiveness of their styles, (3) develop the decision-making skills needed for leadership, and (4) understand approaches for developing and empowering employees.

Prerequisite Waiver or completion of MGT 520.

DSS 591 Business Statistics
This course will include all of the content usually found in a business statistics course. This includes probability, probability distributions, confidence intervals, hypothesis testing, ANOVA, Chi Square, and Linear Regression. The course will be conducted through the use of ALEKS online learning software and will also meet virtually each week for about an hour. The software allows students to obtain credit for concepts, which they already know and then provides learning tools to complete the remainder of the course. Students may waive this course by achieving a minimum score of 80% on the proficiency exam.

BUS 582 Business Ethics
The course examines competing ethical claims upon the pharmaceutical industry in a market driven, profit seeking economy. The course begins with a discussion of a theoretical framework for moral analysis and proceeds to practical applications in pharmaceutical marketing.

MPE 710 Product Management
This course will: (1) focus on product decisions of the firm, requiring an occasional shift in focus from that of corporate management to that of operating managers of new product activities or established brands; (2) recognize the importance of marketing research as input to product decisions; (3) take a managerial orientation; (4) recognize the need to tailor product policy approaches to the characteristics of the decision-maker and the firm. The primary strategic framework for analysis is the Product Life Cycle.

MPE 670 Pricing
Pricing is one of the most important marketing mix decisions that a firm makes, and it affects all other
elements of the marketing mix. This course examines the theories and strategies that firms use to set and change prices. Firms are required to anticipate and respond to changes in competitors’ activities and in areas of the external environment, such as, political, social, regulatory and technological. Some of the issues that will be covered include: Why is pricing often ineffective? How should a firm’s costs affect its pricing decisions? What is customer price sensitivity? How do you anticipate and influence the price-setting behavior of competitors? How does pricing change over the product life cycle? How does pricing relate to market segmentation? How do you strive to price strategically consistent with the other elements of the marketing mix?

MPE 620 Supply Chain Management
This course presents the key issues and concepts needed by the pharmaceutical industry to develop an effective way to design, build, manage and evaluate the performance of strategic partnerships among channel partners such as suppliers, wholesalers, marketing research firms, pharmacies, integrated health systems, managed care organizations, etc. Based on relationship marketing concepts, the key subjects include benchmarking channel relationships, selection criteria for identifying successful partners, new channel design, and role of technology in implementing channel partnerships, contract negotiations among others. Key subjects include: information systems and technology; benchmarking your distribution system; implementing quick response programs such as EDI, Flow-through and Partnerships.

MPE 640 Pharmacoeconomics
This course reviews the principal elements and concepts in economics, history and development of health economics, and the applied uses of the discipline of economics made possible since the quantification of studies has been developed and perfected. These introductory sections are presented by lecture and discussion group. In addition, the need for uses of, and value of health economics studies is reviewed and pharmaceutical-related examples are presented.

MPE 700 Strategies for Managed Care
The objectives of this course are to understand the dynamics and trends of the evolving healthcare system, to review managed care’s impact on pharmaceutical marketing and to develop strategies for success with the managed care customer. Students will learn to assess managed healthcare market segments, to determine the needs of this customer and to identify the potential business opportunities for their company’s brands. Prerequisite MPE 620.

MPE 610 Drug/Device Regulations
With the plethora of new communications vehicles, including direct-to-consumer advertising and the Internet, the goal of achieving marketing objectives and remaining in adherence with FDA regulations/guidelines has become increasingly difficult. This course will provide a working knowledge of the federal regulation of prescription drug promotion and associated marketing practices and will provide insight into drug promotion issues currently of interest to FDA and the pharmaceutical industry. The course will also consider the impact of products liability and anti-kickback concerns on developing marketing programs for prescription drugs.

MPE 660 Sales Management
This course covers the concepts and applies the theories associated with managing a sales force. Specifically, the course is designed to help students learn sales management concepts and how to apply them to solve business problems in the pharmaceutical industry. We will focus on the activities of first-line field sales managers. To function effectively as managers, students must know how salespeople perform their jobs. With this in mind, we will cover personal selling, account relationships, territory management, and sales ethics with special emphasis on current issues of managing strategic account relationships, team development, and diversity in the work force, sales force automation and ethical issues. Prerequisite: Waiver or completion of MGT 520.

MPE 650 Competitive Analysis
Examination of various strategies and strategic frameworks are examined with a discussion of the advantages and shortcomings of each. The explicit purpose of the course lies in developing a strategic perspective to solving marketing problems rather than a tactical approach.

DSS 592 Data Analytics
This course provides the student with a fundamental understanding of the potential and implementation of business analytics/business intelligence into an organization. To demonstrate this opportunity a few data analytics techniques are examined, so as to provide some insight into how these tools maybe used to analyze complex business problems and arrive at a rational solution.

MPE 630 Marketing Research
In this course you will be taught the fundamental steps involved in the pharmaceutical marketing research process. The course will expose you to the pharmaceutical marketing research process using both primary and secondary data sources. Special attention will be provided to syndicate data sources from IMS and Scott Levin. The course will also cover topics like research design, data analysis and interpretation of results. This course can be beneficial to beginners in marketing research and to the users of marketing research information for decision making. **Prerequisite DSS 592.**

**DSS 593 Forecasting**
A comprehensive survey of the commonly used techniques in forecasting will be presented. The major categories of forecasting approaches will be discussed. Includes presentation of case studies and forecasting with data sets. The computer will be used extensively throughout the course, primarily by using available programs to perform the calculations after the problem has been correctly formulated. Emphasis will be placed on the interpretation and implementation of results. **Prerequisite DSS 592.**

**MPE 720 Global Corporate Strategy**
This course focuses on the management of multinational corporations (MNCs) with particular emphasis on pharmaceutical and/or medical device companies operating across different nations. The international environment implies greater opportunities as MNCs have access to a wider variety of markets and resources but this environment also implies greater organizational and managerial challenges. The aim of this course is to investigate whether these challenges are worth it and how they can contribute to a company’s “double” bottom line.

**MPE 795 Capstone**
This course is a simulation experience that drives home the four P’s of marketing. The simulation is played from the point of view of a marketing manager in the pharmaceutical market. Over the course of the simulated years, the participant will have the opportunity to reformulate leading products, introduce line extensions, and enter new market segments. **Prerequisite: completed 36 credits including all quantitative and foundation classes as well as Competitive Analysis and Product Management. Elective (One (1) required)**

**MPE 711 Pharmaceutical Strategy: Strategies for Market Access**
The course provides an understanding of the way strategy is crafted for pharmaceutical, medical device and diagnostic companies to coincide with the needs of other stakeholders in healthcare delivery. Coding, coverage and reimbursement strategies to support market access are put in the context of clinical product development timelines with an emphasis to have coverage determinations and specific product coding coincide with product approvals to support successful product launches.

**MPE 625 Creating Effective R&D**
Traditionally the scientific and commercialization activities within pharmaceutical companies have existed as separate entities with varying relationships related to information sharing and integration of business strategy into the drug development and approval process. Enhanced linkage/collaboration between these two functions can lead to a competitive advantage as it relates to attainment of the overall corporate research and commercial strategic objectives. The objectives of this course are to (1) provide a background on drug development and commercialization process, (2) understand the role of the portfolio management in drug development, (3) identify the opportunities along all phases of the drug development process where marketing input would be valuable in shaping the development strategy, (4) explore and identify new opportunities where linkage between marketing, new product planning and the R&D/licensing process could improve cycle time, label development, time to launch and support better strategies for marketing and sales activities, and (5) develop a better understanding of the process/opportunities necessary for improving the business strategy, marketing planning and commercialization support via closer linkages to the research and development activities within Biopharmaceutical companies.

**MPE 780 Future Issues in the Pharmaceutical Industry**
A systematic effort to understand and develop the implications of pertinent, near- and long-term trends for the pharmaceutical industry and the way it interfaces with the other stakeholders in healthcare delivery, providers, payers, policy makers/regulators and patients.

**MPE 781 Health Policy**
This course is an introduction to various components of the U.S. health care system. It examines the multiple facets of the healthcare system including key stakeholders (Payers, Providers, and Patients), private and public
financing mechanisms for medical care, and the effects of both market competition and government regulation. The main objective of the course is for students to learn to be able to critically examine how to assess policy and coverage decisions and the tradeoffs (cost, quality, access) associated with various health care decisions or treatment alternatives. Another focus of the course is for students to gain knowledge of the U.S. health care system relevant to the pharmaceutical industry, and the process for bridging these new medical and drug technologies into the private and public sector. A major example will include a debate related to the Medicare Modernization Act. As such, we will examine how collective interests shape the design of health policies.

**MPE 770 Independent Study**

This course is designed to accommodate those students who have an interest in a research-worthy topic that can be examined on an independent research basis. The student will work closely with a professor on a research area that will require the identification of a topic, a literature review, appropriate methodology, and analysis.