



Steven Ullmann: The Face of UM's Health Executive MBA

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Steven Ullmann has become synonymous with The University of Miami Business School [Executive MBA in Health Management & Policy](#) program. And well he should be, he's been with the program for 40 of its 41 years.

Ullmann, who is Department Chair and Professor, Health Management and Policy, has been a big part of its development and overall success, ranking as the No. 1 Health Care Executive MBA program in the U.S.

In its early years, the program attracted those whose jobs were geared toward administration. Hospital CEOs, CFOs and those focused more on the business of healthcare, made up a big part of the student body. But as the industry has evolved and clinicians increasingly deal with the financial complexities of running a practice, more than half of the participants today (53 percent), are healthcare providers.

"Physicians don't know if they should lease or purchase, how to organize their back-office operations. They don't understand why they are not getting the reimbursement they should be getting, or how to see patients more efficiently. Those are some of the aspects of healthcare that we teach," says Ullmann, who teaches two courses.

The MBA program is a three-day weekend, monthly course taught over 23 months. This allows for participants, most of whom are busy executives and clinicians, to attend from around the country and sometimes from around the world.



“Students are a microcosm of the healthcare industry,” says Ullmann. “We ask for a minimum of seven years of professional experience; the average is 15 years. We get clinicians, nurses, physicians, veterinarians, dentists, those working in the insurance sector, CIO’s and CEOs and people in finance from healthcare systems. We have people in research, we even have some who are moving to the healthcare system from other sectors.”

Classes are taught by those with real-world experience.

“Most of us do consulting in the field, so we have theoretical knowledge, practical experience and teaching ability,” says Ullmann.

Because the healthcare field is continually evolving, Ullmann says the courses also evolve, so students are assured they are learning information that is relevant to what is happening in the here and now.

“I am constantly updating my lectures weekly, if not more often. This industry is so much in flux, it’s a unique way of teaching,” Ullmann says.

The program is a true MBA being accredited by the Association to Advance Collegiate Schools of Business (AACSB) and by the Commission for Accreditation in Management Education (CAMHE). It also is a member of the highly prestigious Business School Alliance for Health Management (BAHM), which is by invitation only.

“Because we are business-school based, students are getting a strong background in all the disciplines of business, but with a focus on healthcare,” Ullmann says.

Teamwork and team building is a big part of the learning process, which continues even after students graduate.

“People come in together, work together and leave together and create a networking cohort that goes on forever,” says Ullmann.