



## MBA Concentration in Pharmaceutical Management

### Build a successful career in the pharmaceutical and biotech industries

Over the last decade, some of the most exciting advances in healthcare have been the result of pharmaceutical research and development. These life-enhancing discoveries have fueled amazing growth in this multi-billion dollar global industry, creating a new demand for talented, motivated individuals with a special knowledge of the healthcare and pharmaceutical industry. Designed to answer this need, the Rutgers **MBA in Pharmaceutical Management** is a unique gateway to one of America's most respected and socially beneficial industries.

With a curriculum that is constantly changing to meet current demands of the market, this cutting edge program provides students with the tools they need to become true leaders in the pharmaceutical industry.

The proof is in the numbers: More than 35% of Full-Time MBA students go on to jobs in pharma, biotech and healthcare.

[business.rutgers.edu/mba-pharma](http://business.rutgers.edu/mba-pharma)

### Connected to Industry

More than half of the 20 largest pharma companies worldwide – companies like Novartis, Johnson & Johnson, Bristol-Myers Squibb, Merck, Novo Nordisk and Bayer Healthcare – call New Jersey home. So do a network of teaching hospitals and medical schools here and in neighboring New York City. If access to Big Pharma and healthcare is what you are looking for, Rutgers Business School is uniquely positioned to deliver.

Over the years, we've developed a legacy of strong relationships within this space that inform curriculum, enhance the student experience and connect students to jobs.

Our corporate partnerships provide you with access to industry-hosted seminars, and help support the prestigious Industry Scholars Program—a full-tuition scholarship for eligible Full-Time MBA students that offers meaningful internship opportunities and enhances employment prospects with industry giants.



*This program is offered in Newark and New Brunswick*

## Curriculum

Our Pharmaceutical Management MBA curriculum is in sync with the rhythm of the industry, which means you'll enter the workforce with readily applicable knowledge taught to you by distinguished academics and former executives. The Pharma MBA experience is the best of theory and practice. Our curriculum is expansive and addresses a variety of issues affecting the industry today.



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## Sampling of Courses

- Ethics in the Pharmaceutical Industry
- Pharmaceutical Industry: Issues, Structure & Dynamics
- U.S. Healthcare System & Pharmaceutical Managed Markets
- Managing the Pharmaceutical Sales Organization
- Pharmaceutical Marketing Research
- Pharmaceutical Product Management
- Market Access and Reimbursements for Drugs

## Unique Opportunities

Rutgers Business School is ranked among the top 5 B-schools for healthcare, pharma and biotech worldwide and is a hub for pharmaceutical knowledge and connections.

MBA students who concentrate in pharmaceutical management have a unique opportunity to make connections and gain work experience to help advance their careers in the competitive healthcare industry.



*Our students are driven.  
Our alumni are successful.  
Our faculty are in-the-know.*



## Full Pharma MBA Scholarships

Each year, the program and sponsoring companies give scholarships to a select group of students that cover full tuition and university fees.

### Industry Scholars Receive:

- A scholarship covering in- or out-of-state tuition plus university fees
- An internship opportunity at a sponsor company (conditional on satisfactory performance in the MBA program and interview with the sponsoring company)
- The opportunity to attend seminars and on-site programs at pharmaceutical facilities
- An enhanced opportunity for employment in the pharmaceutical industry

### Eligibility

Applicants wishing to be considered for the Industry Scholars program should have:

- A relatively high GMAT score (GMAT waived for J.D., Ph.D., M.D., or PharmD)
- An undergraduate grade point average of 3.2 or above
- Three or more years of business experience (work in the fields of pharma, healthcare, and science are preferred)
- Demonstrated leadership potential

### Contact

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Rutgers Business School's MBA in Pharmaceutical Management has been recognized as one of the top 10 MBA programs for Healthcare/Pharmaceuticals/Biotechnology in the world according to *Find-MBA.com*.

