

HEALTH & LIFE SCIENCES

MULTIDISCIPLINARY CONCENTRATION GUIDE

Health & Life Sciences is a multidisciplinary concentration which means it must be paired with any functional concentration of your choosing.

A multidisciplinary concentration provides a breadth of exposure regarding a particular industrial sector or an area of business, through a cross-section of related courses from within Questrom and across the University. Students interested in Health & Life Science may be interested in careers in the health care industry. However, this can encompass a wide range of areas within the sector from finance and marketing to business development and project management. Being a multidisciplinary concentrator allows you to pair your industry interest and knowledge with combined skills to compete in a specific area within the larger health care sector.

A multidisciplinary concentration in Health & Life Sciences can lead to a variety of career paths. As such, students are encouraged to select a Functional Concentration that pairs with their area of additional interest. The choices with the more common pairings are Management & Organizations, Finance, Marketing, and Information Systems.

For more information on required courses and other details please visit [here](#).

FINANCE

Hospitals and other healthcare providers use the same finance professionals as other companies, but in this dynamic industry, they're also dealing with issues of cost transparency, reimbursement, profitability, and revenue integrity. Individuals in financial roles in the healthcare industry may work for providers or for care recipients. They may do billing, financial analysis, budgets, planning, revenue cycle management, and more.

Careers Include: Healthcare Finance Manager, Patient Financial Services, Revenue Specialist, Financial Analyst, Auditor, Budget Analyst, Billing Analyst

MARKETING

Marketing in healthcare may be for a facility, such as a hospital or physician's office, for a government agency, for medical science, clinics, products, or services. Duties range depending on the area of focus and user target demographic. Often the roles will be charged with researching conditions, gathering relevant information, analyzing metrics, and then setting strategy to drive awareness, sales, pricing, or methods of marketing and distribution.

Careers Include: Healthcare Marketer, Strategic Marketing Analyst, Marketing & Communications Specialist, Product Manager, Brand Manager, Market Research Analyst, Business Development Specialist

PHARM, BIOTECH, & MEDICAL DEVICE

Roles in these industries will often be in sales, marketing, and product management. These roles will typically involve negotiation of prices or terms of sales, service agreements, evaluations of need, and promotion of product. Customer interface is a large component of most roles and will often require continued contact maintenance in terms of service, contracts, and records. Having a broad background can be desirable, as may be additional courses in engineering, technology, and/or entrepreneurship. Specifically, CAS SO323 Markets in Biomedicine and Health Care, may be of relevance and importance in considering taking.

Careers Include: Marketing Representative, Sales Representative, Product Representative, Account Manager, Sales Analyst or Specialist

OPERATIONS

Healthcare operations can encompass administrative, financial, legal, technical, or managerial activities. In administrative and management positions you may plan, direct, or coordinate medical and health services in hospitals, clinics, managed care organizations, public health agencies, or similar organizations. In a technical role you may apply knowledge of healthcare and information systems to assist in the design, development, analysis, and training of staff on computerized healthcare systems. Overall, these roles often affect the fluid running of healthcare business.

Careers Include: Healthcare Operations Analyst, Operations Manager, Clinical Manager, Operations Analyst, Information Systems Coordinator, Strategic Operations Specialist

CONSULTING

Consultants in healthcare often work with companies to fuel innovation, reduce cost, implement new operating systems, drive value, manage transformational change, or a variety of optimization strategies to support growth. There are multiple niche areas and companies within Healthcare Consulting. Within each role, you will often conduct preliminary research (competitive landscape, scientific data, patient, doctor and healthcare stakeholder needs, etc.), analyze data and information, and then create strategy or recommend methodologies in support of accomplishing the client's goal.

Careers Include: Healthcare Consultant, Business Analyst, Associate Consultant, Clinical Consultant, Healthcare Technology Consultant, Junior Consultant

CLASSES TO CAREER GRID

Interested in seeing how different career paths connect back to the classes you take? Take a look at the grid below to help you strategize which classes will help you build the skills and knowledge you need to meet your career goals.

| CLASS | FINANCE | MARKETING | PHARM., BIOTECH, & MEDICAL DEVICE | OPERATIONS | CONSULTING |
|---|---------|-----------|--------------------------------------|------------|------------|
| PL 325 Introduction to Health Sector: Issues and Opportunities | × | × | × | × | × |
| PL 330 The US Healthcare System in Transition | × | × | × | × | × |
| CAS AN 210 Medical Anthropology | × | | × | × | × |
| CAS EC 837 Introduction to Health Economics | × | × | | | × |
| CAS SO 215 Sociology of Health Care | | × | | | × |
| CAS SO 323 Markets in Biomedicine and Healthcare* | × | | | | × |
| COM CM 539 Health Campaigns | | | × | | |
| SAR HS 345 Global Environmental Public Health | × | × | | | × |
| SAR HS 342 Health Intervention in Low and Lower Middle-Class Countries | | × | | × | × |
| SPH PH 510 Introduction to Public Health | × | × | | | × |
| CAS RN 209 Religion Health and Medicine | | × | | | × |
| CAS SO 418 Sociology of Medicine** | × | | | × | |
| SAR HS 325 Introduction to Global Health | × | × | × | × | × |
| SAR HS 334 Global Health Governance | × | × | | | × |

* Need at least one previous sociology course or consent of instructor

** r/Sr Standing + 2 prior SO courses + WR100 or WR120

INTERNSHIP AND JOB SEARCH RESOURCES

- [Vault](#)
- [Pardee Library](#)
- [Non Profits](#)
- [US Department of Health & Human Services](#)
- [Indeed](#)
- [Simply Hired](#)
- [Internships](#)
- [Glassdoor](#)

POPULAR EMPLOYERS

Aetna

Philips Healthcare

AthenaHealth

PwC

Blue Cross Blue Shield

Quintiles

Biogen

Sanofi

Boston Scientific

Thermo-Fisher Scientific

Bristol Myers Squibb

United Healthcare

CVS

Huron

Novartis

Partners Healthcare

Pfizer

NEXT STEPS

QUESTROM/BU CLUBS

Joining clubs is a great way to gain experience and build your professional network. Below are specific clubs within Questrom for those interested in Health & Life Sciences.

For a complete list of business specific Questrom Clubs, please visit [here](#) and for a list of BU wide clubs that offer organizations across larger interest areas ranging from health to nonprofits, please visit [here](#).

- **[Health & Life Sciences Club](#)**
Contact the administrator via email or access their Facebook [here](#)
- **[Health Sector Management Club](#)**
- **[Dean's Health and Life Sciences Fellows Program](#)**
Contact [Sandra King](#) for more information

PROFESSIONAL ASSOCIATIONS

Professional Associations exist on the regional and national level. They host national conferences discussing relevant topics, networking events and training and professional development opportunities.

If you are interested in careers in Health & Life Sciences here are some professional associations, you may want to consider joining:

- **[Healthcare Financial Management Association](#)**
- **[American Public Health Association](#)**
- **[Healthcare Information and Management Systems Society](#)**

LINKEDIN GROUPS

LinkedIn is a crucial part of anyone's job search and networking strategy. On LinkedIn groups you can develop more targeted networks on various criteria including location, industry, function and more!

Below is a list of sample LinkedIn groups Health & Life Science cross-concentrators may want to consider, for more assistance on using this feature please make an appointment with a UDC Career Advisor at bu.joinhandshake.com:

- Health Jobs
- Life Sciences Industry Highlights
- Life Sciences-Pharma-Biotech Professionals
- Healthcare & Life Sciences
- H2020 Health