

**Albany College of Pharmacy and Health Sciences (ACPHS)
Clarkson University Graduate School
Joint Program Agreement**

BS / MBA Management
MS / MBA Management
PharmD / MBA or HC MBA
BS / MS Clinical Management
Pharm D / MS Clinical Management

Introduction

Clarkson University Graduate School hereby memorializes an agreement with Albany College of Pharmacy and Health Sciences (ACPHS) to allow students to simultaneously complete an MBA in Management or Healthcare Management from Clarkson University and a BS, MS, or PharmD degree from Albany College of Pharmacy and Health Sciences. The program will be designed for students wishing to pursue careers in the pharmaceutical or healthcare industries. The joint degree program will reduce the expense of obtaining the two degrees compared to completing the programs independently.

The joint programs are designed to prepare students for analytical, managerial and executive-level positions in the pharmaceutical or healthcare industries. The design and delivery of the curriculum emphasize broad exposure to core business disciplines; the building of analytical, computer, communication and human management skills, and the development of an ethical, systems-oriented, cross-functional perspective for decision making. Clarkson University's first-rate faculty delivers a flexible, broad based curriculum within a "small college" environment. Small classes ensure active participation in the education process and that the individual needs of each student are addressed. All classes are offered in the evening and online, enabling Clarkson University to bring full and part-time students from all educational backgrounds together in exciting and diverse ways. Faculty is routinely accessible outside of class for individual student consultation and guidance.

The MS Clinical Leadership in Healthcare Management degree is designed for clinicians who aspire to clinically-related leadership roles, and who wish to better understand the health care industry and the environment in which it exist.

Admission to the Program

Students may submit applications through Clarkson University's Graduate School Office of Admissions following the completion of the fall semester of the junior (third) year at ACPHS, or upon matriculation into MS degree programs at ACPHS. A complete application includes a Clarkson University Graduate School application, three letters of recommendation, all college transcripts and official GMAT, MCAT, or GRE scores. Clarkson University's Graduate School will accept PCAT scores in lieu of the GMAT. Students who have not taken the PCAT will be required to submit a GMAT score if their ACPHS GPA is less than 3.2 at the start of the third year at ACPHS. Decisions regarding student admission to the MBA program will be made by the Admissions Committee at Clarkson University Graduate School. Successful candidates will generally have a minimum undergraduate GPA of 3.0 and a minimum GMAT score of

500 or equivalent. MBA students may want to take the GMAT even if not required so that they may be considered for scholarships. Scholarships are determined by a combination of GPA and GMAT score.

Accepted undergraduate candidates are notified of their acceptance and are enrolled in the program prior to the start of the second semester of the junior (third) year. Students will be full time matriculated students at ACPHS and part time matriculated students at Clarkson University.

Students may complete up to three (3) graduate level courses at Clarkson University prior to completing the application to either the MS or the MBA program. Students may matriculate to Clarkson University degree programs before this time.

Continuation in the Program

Once accepted into the program, students must maintain a cumulative overall GPA at ACPHS at 3.0 or higher. If the GPA at ACPHS falls below 3.0, ACPHS will identify these students as “program non-compliant” and send notification to the student, the academic advisor and the program contact at Clarkson University Graduate School. Students who are non-compliant for two consecutive semesters may be removed from the program. The decision to remove a student from the program for non-compliance will be made by the Academic Standards Committee at ACPHS. Students who withdraw or are removed from the program may complete the requirements for the ACPHS degree as long as they meet ACPHS academic regulations described in the catalog.

Students will remain subject to ACPHS academic regulations as described in the College catalog until their ACPHS degree is awarded. Recommendations about probationary status and dismissal from ACPHS will be made in accordance with standard ACPHS policy. Credit for courses completed at Clarkson University’s Graduate School may be counted as elective credit toward the ACPHS degree if elective credits are available. A maximum of six (6) credits or two (2) courses may be transferred back to ACPHS as electives.

Students are also subject to the Academic Regulations of Clarkson University Graduate School as they apply to part-time students. These regulations are described in the Clarkson University Graduate School catalog.

Credit Hour Allocation at ACPHS and Clarkson University

ACPHS operates under a standard “semester hour” system where 1 semester hour is equivalent to 1 hour per week for 15 weeks in the classroom. Unless otherwise noted, all ACPHS courses in this document are three (3) semester hour courses. Clarkson University Graduate School operates under a “quarter” system where 1 credit hour is equivalent to one (1) semester hour. Unless otherwise noted, all Clarkson University Graduate School School of Business courses are three (3) credit hour courses.

Students benefit from the reduction of required MBA course credit hours by the equivalent of nine (9) semester hours for the joint ACPHS degrees and the Clarkson University Graduate School MBA. This reduction is accomplished through a joint degree program curriculum in which selected ACPHS courses satisfy Clarkson University Graduate School requirements and selected Clarkson University courses are accepted by ACPHS as electives. Students transferring back elective credit from Clarkson University to ACPHS may realize an additional savings of six (6) credits from their ACPHS degree.

Summaries of the joint programs are presented in the attached appendices. In order to adjust for changes in curriculum or course offerings at either institution, these appendices may be modified from time to time by mutual consent.

Tuition and Financial Aid Considerations

Students will be full-time ACPHS students through the completion of their ACPHS degree. After matriculating into the Clarkson University Graduate School degree program a scholarship will be awarded to the student equal to the cost of one course. Tuition for additional courses will be determined by and payable directly to Clarkson University Graduate School. Tuition for Clarkson University Graduate School courses may be included in student loan requests if the course qualifies as an elective at ACPHS.

Contact Information

For ACPHS

Dean of School of Arts & Sciences
Albany College of Pharmacy and Health Sciences
106 New Scotland Avenue
Albany, NY 12208
Tel: 518-694-7399
Email: david.clarke@acphs.edu

Dean of School of Pharmacy &
Pharmaceutical Sciences
Albany College of Pharmacy and Health Sciences
106 New Scotland Avenue
Albany, NY 12208
Tel: 518-694-7212
Email: robert.hamilton@acphs.edu

For Clarkson University Graduate School

John Huppertz
Associate Professor / Director of Healthcare Management
School of Business
Clarkson University-Capital Region Campus
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**Albany College of Pharmacy and Health Sciences (ACPHS)
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Joint Program Agreement - Appendix**

Student Contact Information

ACPHS students interested in any of the listed programs should first consult their academic advisor. Further information about the program and the application process can be obtained from:

Luke Schmonsky
Albany College of Pharmacy and Health Sciences
106 New Scotland Avenue
Albany, NY 12208
Tel: 518-694-7293
Fax: 518-694-7238
Email: Luke.Schmonsky@acphs.edu

Students should not contact Clarkson University Graduate School directly until after speaking with their academic advisor and the ACPHS program contact (above). The program contact at Clarkson University Graduate School is:

Daniel Capogna
Director of Graduate Recruitment
Clarkson University, Capital Region Campus
80 Nott Terrace
Schenectady, NY 12308
Tel: 518-631-9910
Fax: 518-631-9901
E-mail: dcapogna@clarkson.edu

CURRICULUM: BS, MS OR PHARMD / MBA

	REQUIRED CORE COURSES (11)	ACPHS Course Transfer (B or better required for waiver)
AC604	Financial and Managerial Accounting for Decision Making	
OM607	Global Supply Chain Management	
EC605	Managerial Economics	Regulatory Economics
FN608	Financial Management	
IS606	Business Information Systems	
MK610	Marketing Management	
OM603	Decision Analysis and Supply Chain Modeling	
SB610	Corporate Ethical and Social Responsibility	
OS603	Leadership and Organizational Behavior	
IS647	Statistical Methods for Data Analytics	
OS681	Strategic Management (Capstone)	
	ELECTIVE COURSES, TRANSFER FROM ACPHS (2)	
Transfer	From approved list of ACPHS Graduate Courses below	
Transfer	From approved list of ACPHS Graduate Courses below	
	SPECIALIZED ELECTIVE COURSES (3)	Online or In-Class
EC652	Industrial Organization in Supply Chain *	Online
OM681	Strategic Project Management *	Online
OM686	Quality Management and Process Improvement *	Online
OS656	Leading Organizational Change	Online
OS667	Negotiations and Relationship Management *	Online
SB640	Advanced Topics in Supply Chain Management *	Online
OS654	Labor Relations	Online
SB651	Communicating Globally *	Online
OS650	Competing By Design	Online
SB684	Venture Capital and Private Equity *	Online
SB664	Entrepreneurship	In-class, CRC
FN618	Mergers, Acquisitions, and Corporate Restructuring *	In-class, CRC
FN619	Investments	In-class, CRC
FN620	Investment Management	In-class, CRC
FN629	Money, Markets, and Banking *	Online
FN661	International Finance	In-class, CRC
MK626	Marketing Research Techniques *	In-class, CRC
MK629	Consumer Behavior	In-class, CRC
MK665	International Marketing Management *	In-class, CRC

OS651	High Performance Leadership	In-class, CRC
SB674	Growing an Entrepreneurial Business	In-class, CRC

** The following ACPHS course are approved to be transferred into this Clarkson University program. Others may be approved based on the approval of the Clarkson University Program director.

- PAD 351 Sales & Marketing in Pharmaceutical Industry
- PAD 521 Pharmacy Administration
- PAD 451 US & Global Healthcare Systems
- ETH 510 Healthcare and Human Values
- ETH 310 Bioethics
- PAD 372 Health Insurance – Impact for Pharmacists
- PAD 505 Quality improvement in Healthcare
- PAD 615 Pharmacoeconomics
- PSC 646 Regulatory Science
- PSC 742 Drug Discovery and Development

CURRICULUM: BS, MS OR PHARM D / MBA IN HEALTHCARE ADMINISTRATION

	REQUIRED CORE COURSES (14)	ACPHS Course Transfer (B or better required for waiver)
AC604	Financial and Managerial Accounting for Decision Making	
HC600	Introduction to Health Systems	
HC605	Healthcare Operations	
HC626	Healthcare Marketing	
HC651	Health Systems Management	
HC657	Healthcare Leadership Proseminar	
IS647	Statistical Methods for Data Analytics	
HC617	Healthcare Finance	
HC620	Healthcare Economics	Pharmoeconomics and Health Policy (PHD 753)
HC648	Health Informatics	
HC650	Structural Dynamics in Healthcare	
HC674	Legal Aspects of Healthcare	
HC680	Healthcare Policy and Managerial Epidemiology	
HC681	Strategic Issues for Healthcare Organizations (Health Capstone)	
	ELECTIVE COURSES, TRANSFER FROM ACPHS (2)	
Transfer	From approved list of ACPHS Graduate Courses below	
Transfer	From approved list of ACPHS Graduate Courses below	
	SPECIALIZED ELECTIVE COURSES (3)	
HC601	Swiss Healthcare Study Tour	
HC607	Healthcare Operations Research	
HC656	Group Practice Administration	
	Any elective offered as part of the Hybrid MBA program	

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PAD 351 Sales & Marketing in Pharmaceutical Industry

PAD 521 Pharmacy Administration

PAD 451 US & Global Healthcare Systems

ETH 510 Healthcare and Human Values

ETH 310 Bioethics

PAD 372 Health Insurance – Impact for Pharmacists

PAD 505 Quality improvement in Healthcare

BS or Pharm D / MS Clinical Leadership in Healthcare Management

	Clarkson University COURSES	ACPHS Course Transfer (B or better required for waiver)
HC620	Healthcare Economics	Pharmoeconomics and Health Policy (PHD 753)
HC656	Group Practice Management	PHARMACY ADMINISTRATI (PAD 521)
	Elective	
HC600	Introduction to Health Systems	ACPHS accepts as an elective
	<u>REMAINING MS REQUIRED COURSES:</u>	
AC604	Financial and Managerial Accounting for Decision Making	
HC651	Health Systems Management	
HC605	Healthcare Operations	
HC680	Healthcare Policy and Managerial Epidemiology	
HC681	Strategic Issues for Healthcare Organizations (Health Capstone)	
HC674	Legal Aspects of Healthcare	
IS647	Statistical Methods for Data Analytics	
HC617	Healthcare Finance	