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# Medical Industry Leadership Institute

*Shaping the future of the medical industry*

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**CARLSON**  
SCHOOL OF MANAGEMENT  
UNIVERSITY OF MINNESOTA

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## The Carlson MBA for the Medical Industry

*MBA with a Medical Industry Specialization  
&  
Institute Affiliate Status  
for Current Students*

**Medical Industry Leadership Institute**  
Carlson School of Management  
University of Minnesota  
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## ***Medical Industry Leadership Institute***

*Established by the Carlson School and the University of Minnesota in 2005, the Medical Industry Leadership Institute (MILI) is dedicated to the advancement of cutting-edge MBA education, executive education, research, and market development. Located in Minnesota, which maintains one of the nation's largest concentrations of health care and medical device firms, MILI seeks to build on the University of Minnesota's 50-year partnership with the medical industry. The following booklet will explain the Medical Industry Leadership Institute's two advanced levels of participation, the MBA with a medical industry specialization and Institute Affiliate status.*

### ***MBA with a Medical Industry Specialization***

Current Carlson MBA students can complement their MBA education with a ***medical industry specialization***. The School's Medical Industry Leadership Institute (MILI) gives students opportunities to prepare for leadership track careers in functional areas of the medical industry including finance, marketing, consulting, operations, and information technology. MILI supports industry specific courses at the Carlson School, draws on the significant scientific, technical, policy, legal, and ethics expertise relevant to the medical industry sector that resides in the University, and leverages the concentration of medical industry firms in Minnesota.

### ***Institute Affiliate Status***

***Institute Affiliates*** are graduates of the Carlson MBA program with a medical industry specialization who want ongoing access to the school's faculty research, lifelong learning programs, students and alumni in the industry, and opportunities to network with industry leaders. The first 50 affiliates will be given the distinction of a charter membership. If you are a Carlson alumni interested in gaining affiliate status, please contact our offices directly.

## ***MBA with a Medical Industry Specialization***

In addition to the Carlson School requirements, of successfully completing the MBA core courses and electives in selected functional area (i.e., finance, marketing, information systems & technology, consulting, supply chain/operations), students interested in earning a medical industry specialization must complete:

1. MILI 6990: The Health Care Marketplace
2. An experiential learning option with work in the medical industry (see below);
3. One additional MILI course or other medical industry related elective (for examples go to: [carlsonschool.umn.edu/milicurriculum](http://carlsonschool.umn.edu/milicurriculum))

### ***Experiential Learning Opportunities***

Experiential learning is a distinguishing feature of Carlson's MBA program. The medical industry is the focus of up to 40% of experiential learning projects in the Carlson Enterprise programs (Brand, Consulting, Ventures, Funds), New Product and Business Development course, and Juran Center's Six Sigma internships. Also included is the new Medical Industry Valuation Laboratory course which uses an interdisciplinary and intercollegiate approach to provide market analysis of promising medical technologies and services. These experiential learning opportunities distinguish the Carlson MBA for multiple career goals in fields such as medical technology, insurance, consulting, investment banking, and delivery.

Experiential learning options that will fulfill the above specialization requirement are\*:

- MILI 6995: Medical Industry Valuation Laboratory
- MILI 6589: Medical Technology Evaluation and Market Research
- ENTR6041/OMS6061: New Product and Business Development with project work in the medical industry
- Carlson Enterprise (Brand, Consulting, Ventures, Funds) with project work in the medical industry
- Juran Center's Six Sigma internships

For other specific questions on fulfilling the experiential learning requirement, please email: [mili@umn.edu](mailto:mili@umn.edu).

**If you are interested in an MBA with a medical industry specialization, please complete the application included in this booklet or the online application at [carlsonschool.umn.edu/mili](http://carlsonschool.umn.edu/mili)**

*\*Other courses may be accepted if pre-approved by Institute Director.*

## ***Becoming an Institute Affiliate***

The following criteria must be met to become an Institute Affiliate:

1. Successful completion of medical industry specialization (requirements listed on previous page)
2. Submission of leadership statement

If you are interested in becoming an Institute affiliate please complete the application included in this booklet or online at: [carlsonschool.umn.edu/miliaffiliate](http://carlsonschool.umn.edu/miliaffiliate).

## ***Institute Affiliate Member Rewards***

*Institute Affiliates* will have access to a wide range of **member rewards** including:

- ✓ Cases from student experiential learning projects and work site innovations
- ✓ Medical industry data resources
- ✓ Institute member directory
- ✓ Networking opportunities
- ✓ Venture board
- ✓ Discount on institute sponsored seminars and events
- ✓ Opportunity to visit a MILI class session
- ✓ Service opportunities
- ✓ Access to First Tuesday discount
- ✓ Access to faculty expertise for specific topic/project
- ✓ Postings for grant opportunities, industry conferences, etc.
- ✓ Co-host or co-sponsor event to be held at the Carlson School

## Leadership Statement

The Carlson School's Medical Industry Leadership Institute provides dedicated MBA students with opportunities to prepare for leadership careers in functional areas of the medical industry. Carlson students will acquire the experience needed to become leaders across the spectrum of the medical industry – from insurance, medical devices, pharmaceuticals, and biotechnology to the delivery of care. Gaining deep skill sets in finance, marketing, and strategy, as well as extensive knowledge of the breadth and depth of the entire medical industry, makes them the most intensively trained among the next generation of industry leaders.

By writing a leadership statement students can illustrate their knowledge and experience in the medical industry. Leadership statements also should display the student's leadership skills and innovative thinking.

The leadership statement should demonstrate the unique interpretation of your experiential learning project or real-world, firm based project. The leadership statement consists of two parts:

1. Executive summary: The summary (two pages maximum) should detail the student's contributions and accomplishments along with a brief explanation of the project (if needed). Students should explain valuable insights they gained while completing the project and how they can apply those skills as a future leader in the medical industry.
2. Project or paper: This piece can be a medical industry related course paper, group project, or a real-world firm based project completed at the student's place of employment. Before submitting students should be aware of any confidentiality issues and mask them if need be.

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SUBMIT LEADERSHIP STATEMENTS ELECTRONICALLY TO:  
JAHaupt@UMN.EDU

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**Specialization Application**

*Please include a copy of your transcript with your application*

**Applicant Information**

**Full Name:** \_\_\_\_\_ **Date:** \_\_\_\_\_  
Last First M.I.

**Preferred Mailing Address:** \_\_\_\_\_  
Street Address

\_\_\_\_\_ City State ZIP Code

**Preferred Phone:** \_\_\_\_\_ **Preferred Email Address:** \_\_\_\_\_

**Employer:** \_\_\_\_\_

**Job Title:** \_\_\_\_\_

**Education**

|  |                                 |                                |                                  |
|--|---------------------------------|--------------------------------|----------------------------------|
| Please list degree program and graduation date                         |                                 |                                |                                  |
| Have you successfully completed the MBA core?                          | YES<br><input type="checkbox"/> | NO<br><input type="checkbox"/> |                                  |
| Have you successfully completed elective courses in a functional area? | YES<br><input type="checkbox"/> | NO<br><input type="checkbox"/> | List courses in functional area: |
| Have you completed the following requirements?                         |                                 |                                |                                  |
| MILI 6990: The Health Care Marketplace                                 | YES<br><input type="checkbox"/> | NO<br><input type="checkbox"/> |                                  |
| Experiential learning  | YES<br><input type="checkbox"/> | NO<br><input type="checkbox"/> | List Course                      |
| MILI course or other medical industry related elective                 | YES<br><input type="checkbox"/> | NO<br><input type="checkbox"/> | List Course                      |

**Disclaimer and Signature**

*By signing or submitting electronically, I certify that my answers are true and complete to the best of my knowledge.*

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Return completed application to: The Medical Industry Leadership Institute**

**Attn: Jessica Haupt**  
**321 19<sup>th</sup> Avenue S, Suite 2-212**  
**Minneapolis, MN 55455**  
**OR: [mili@umn.edu](mailto:mili@umn.edu)**

