The University Of Toledo
Existing Graduate Course Modification Form

* denotes required fields

Contact Person*: Steven Martin  Phone: 383-1964 (xxx - xxxx)  Email: steven.martin@utoledo

Present
Supply all information asked for in this column. (Supply core, researc intensive and transfer module info if applicable)

College*: College of Pharmacy
Dept/Academic Unit*: Pharmacy Practice
Course Alpha/Numeric*: PHPR 6520

Course Title*: Analysis of the Pharmaceutical
Credit hours*: Fixed: 3 or Variable: to
CrossListings:

Proposed
Fill in appropriate blanks only where entry differs from first column.

College: --Select a College--
Dept/Academic Unit: --Select a Department--
Course Alpha/Numeric:

Course Title:
Credit Hours: Fixed: 2 or Variable: to
CrossListings:

Prerequisite(s)(if longer than 50 characters, please place it in Catalog Description):
Corequisite(s)(if longer than 50 characters, please

To add a course, type in course ID and click the Insert button.
To remove a course, select the course on left and click the Remove button.

Date Added: 2-6-2014
Graduate Council Approved: 2-18-2014
To Provost: 2-19-2014

https://curriculumtracking.utoledo.edu/GradCourseModify.aspx?Mode=View&ID=PHPR652
Catalog Description (only if changed) 75 words max:

Has course content changed?  
Yes  No

If course content is changed, give a brief topical outline of the revised course below (less than 1500 words):

The course should have been listed as 2 credits but was entered incorrectly. This request is to reduce the credit hours to 2.

Proposed effective term*: 201410  (e.g. 201140 for 2011 Fall)

<table>
<thead>
<tr>
<th>File Type</th>
<th>View File</th>
</tr>
</thead>
<tbody>
<tr>
<td>Syllabus</td>
<td>View</td>
</tr>
</tbody>
</table>

List any course or courses to be deleted.  
Effective Date:  
Effective Date:  

Approval:

Department Curriculum Authority:  
Date 1-17-13

Department Chairperson:  
Date 1-14-14

College Curriculum Authority or Chair:  
Date 1/14/2014

College Dean:  
Date 1/13/2014

Graduate Council:
The University of Toledo
PHPR 6520: Analysis of the Pharmaceutical Environment
Spring 2014

SYLLABUS and SCHEDULE

Instructor(s): Robert Bechtol, M.S.
Office: HEB 115E
Phone: (419) 383-1956
Email: robert.bechtol@utoledo.edu
Office Hours: By appointment

Steve Martin, PharmD, BCPS, FCCP, FCCM
Office: Wolfe Center 135F
Phone: (419) 383-1964
Email: steven.martin2@utoledo.edu
Office Hours: By appointment

Administrative Assistant/Secretary: Ms. Linda Ruiz
Wolfe Center 141
419-383-1566

Class Meetings: TR 8:00-8:50 AM Gillam Hall 5300 (Main Campus)

Course Description:
This course will provide a broad exposure to the healthcare system in the United States. The course is meant to give the student a cursory understanding of healthcare as a business. The content will be delivered by both the instructors as well as guest content experts from the field. This course is also meant to give students an idea of potential careers in pharmacy and healthcare.

Course Format:
No formal textbook is required for this course, however, Dr. Martin and Prof. Bechtol will be using and referring to Healthcare Operations Management, (second edition McLaughlin DB, Olson, JR. 2012; Health Administration Press, Chicago; ISBN 978-1-56793-444-1), and students may find this textbook useful. Several broad areas of the healthcare system will be discussed. Instructors and guest speakers will provide content expertise. Group discussion will follow each of these broad categories.

Course Learning Objectives:

1. Discuss the per capita spending of healthcare dollars in the US vs other developed countries around the world
2. Debate the value of the single payer system in healthcare in the US
3. Distinguish Medicare from Medicaid and design healthcare delivery to meet the needs of both programs
4. Argue for continuous quality improvement systems in US healthcare; and distinguish process from outcomes measures in the delivery of healthcare goods and services
5. Solve the dilemma of moving strategy to execution using validated tools
6. Evaluate a set of activities that culminate in a desired outcome using project management strategies; and discover underlying project flaws using problem solving and decision making tools
7. Design a quality management program using the eight dimensions of product quality and a six-sigma strategy; and evaluate healthcare operations to improve efficiency and effectiveness for the organization using a lean approach
8. Explore the business of healthcare through a variety of components that make up the healthcare system, including the pharmaceutical industry, hospitals and health systems, healthcare insurance, pharmacy, economics, and outcomes research. (BSPSC 7)
9. Describe how hospitals function as a business, including costs, revenue, profit, third-party payers, regulatory aspects, and other issues. (BSPSC 7)
10. Explain the healthcare insurance industry, and the costs and revenue associated with medical and prescription insurance business. (BSPSC 7)
11. Contrast the services provided by the pharmacy benefit manager to those provided by the medical benefits manager.
12. Describe the 10 main functions of a public health program
13. Discuss the business of pharmacy, including community independent, chain, mail-order, and hospital pharmacy. (BSPSC 7)
14. Discuss healthcare economics and pharmacoeconomics in relationship to the healthcare industry, and theorize the manner in which economic data should be used in each of the healthcare components discussed throughout the semester. (BSPSC 7)

*UTCPPS BSPS Competencies and Learning Outcomes

Course Policies

Blackboard – http://www.dl.utoledo.edu
Course material and any messages will be periodically posted to Blackboard. Technical assistance is available at 419-530-8835 at the hours posted under "Help Desk" on the web site. Please notify Professor Bechtol and Dr. Martin by email if you have difficulty accessing the site. Materials on Blackboard will include the syllabus and schedule, announcements, discussion items, grades, etc...

Attendance: The class requires participation on the part of all students. Because you cannot participate if you are not in class, attendance is required. As per, "The University of Toledo Missed Class Policy," students are expected to attend every class meeting of courses in which they are registered. Only in specific, unavoidable situations does the University excuse absences from class: 1) personal emergencies, including, but not limited to, illness of the student or of a dependent of the student [as defined by the Board of Trustees' Policy on Family and Medical Leave], or death in the family; 2) religious observances that prevent the student from attending class; 3) participation in University-sponsored activities, approved by the appropriate University authority, such as intercollegiate athletic competitions, activities approved by academic units, including artistic performances, R.O.T.C. functions, academic field trips, and special events connected with coursework; 4) government-required activities, such as military
assignments, jury duty, or court appearances; and 5) any other absence that the professor approves.

Absences due to the above reasons or due to illness and other personal matters will be dealt with on an individual basis only if conveyed (via email or voicemail) to the instructors before class begins.

Attendance will be taken periodically and it is your responsibility to the instructors prior to the beginning of class that you are present. You will be required to stay for the entire class period.

**Academic Dishonesty:**
Academic dishonesty will not be tolerated, and any student caught in this action will be dealt with according to the Policy Statement on Academic Dishonesty found in The University of Toledo General Catalog 2013-2014. The grade for the course will be reduced to an "F". In addition, the student may be dismissed from the program and expelled from the University. Any form of work that is not your own, such as copied assignments, etc..., is considered academic dishonesty.

**Special Needs**
If you have questions about the course material, please see the instructor(s). Office hours will be maintained via appointments. Use of e-mail to contact the instructors is strongly encouraged. If for any reason, such as an emergency, you cannot reach them by phone and you need to speak to someone in person, please contact Linda Ruiz at 419-383-1566 and she will forward your message to us.

**Student Questions**
If you have any overall questions about the course (i.e. assignments, exams, etc...), please contact Professor Bechtol and/or Dr. Martin.

**Makeup Work (Exams, Workshops, and Assignments)**
A. Unexcused absences resulting in a missed exam or assignment will result in a score of zero.
B. Makeup exams/assignments will only be administered for excused absences. Prior approval for an absence from an exam/assignment can only be obtained from acknowledged direct person-to-person contact with Professor Bechtol and Dr. Martin.

**Course Evaluations**
Make sure to complete and submit the course and instructor(s) evaluations at the end of the semester.

**Classroom Procedures:**
1. Classes will start promptly at 8:00 am on scheduled days. Showing up late to class or not coming to class is discouraged.
2. Students are responsible for periodically checking announcements posted on Blackboard for assigned readings, handouts, announcements, or other course materials.
3. We have several guest speakers coming specifically to talk to you. Each guest should be treated with respect, including given full attention during the
presentation, and engagement with questions and comments following the presentation.

4. The use of cell phones, pagers, iPods, MP3 players and such will not be permitted in the classroom.

5. Students must conduct themselves in a manner that is conducive to learning for themselves and others. Disruptive behaviors are not acceptable and may affect a student’s final grade, or in severe cases result in a student being removed from class.

6. If you have questions about the course material, see Dr. Martin and Prof. Bechtol. Use of e-mails to contact us is strongly encouraged.

Classroom Activities:

Attendance & Participation: The content covered in this course will be delivered by instructors and guest speakers with great experience and expertise in their particular fields. It will be your responsibility to come to class prepared to listen and ask questions to enhance your learning of the topics.

Workshop and Career Assignments: There will be four workshops which require a submission from the group. Each is worth 12.5 points. There is a career assignment due April 24 which is worth 50 points.

All assignments must be turned in by the time designated by the instructors.

Exams: Two midterm exams and comprehensive final exam will be given. Final is on Tuesday April 29, 8:00-10:00 am.

Course Grade:

Exam 1  (Feb 11)  100 pts
Exam 2  (Apr 1)  100 pts
Final Exam  (Apr 29)  100 pts
Workshop Assignments  50 pts
Career Assignments  (Apr 24)  50 pts
Total  400 pts

Grading Scale:

<table>
<thead>
<tr>
<th>Grade</th>
<th>Percentage of Total Points</th>
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<tbody>
<tr>
<td>A</td>
<td>90 - 100</td>
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<tr>
<td>B</td>
<td>80 - 89.99</td>
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<tr>
<td>C</td>
<td>70 - 79.99</td>
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<tr>
<td>D</td>
<td>60 - 69.99</td>
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<tr>
<td>F</td>
<td>Below 60</td>
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</tbody>
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### Class Schedule*

<table>
<thead>
<tr>
<th>Day</th>
<th>Date</th>
<th>Topic</th>
<th>Speaker</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan 7</td>
<td>Tues</td>
<td>Course overview and introductions</td>
<td>Bechtol</td>
</tr>
<tr>
<td>Jan 9</td>
<td>Thur</td>
<td>Post-graduate options</td>
<td>Bechtol et al</td>
</tr>
<tr>
<td>Jan 14</td>
<td>Tues</td>
<td>US Healthcare Overview; Systems Look at Healthcare</td>
<td>Martin</td>
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<tr>
<td>Jan 16</td>
<td>Thurs</td>
<td>Medicaid vs Medicare</td>
<td>Martin</td>
</tr>
<tr>
<td>Jan 21</td>
<td>Tues</td>
<td>CMS Workshop</td>
<td>Martin/Bechtol</td>
</tr>
<tr>
<td>Jan 23</td>
<td>Thurs</td>
<td>Medicine and Managed Care: The Business Behind the Science</td>
<td>Martin</td>
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<tr>
<td>Jan 28</td>
<td>Tues</td>
<td>Commercial Insurance and Managed Care</td>
<td>Stengel</td>
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<tr>
<td>Jan 30</td>
<td>Thurs</td>
<td>Medical vs Pharmacy Indemnity</td>
<td>Martin</td>
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<tr>
<td>Feb 4</td>
<td>Tues</td>
<td>Pharmacy Benefit Management</td>
<td>Puffer</td>
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<tr>
<td>Feb 6</td>
<td>Thurs</td>
<td>Public Health</td>
<td>Martin</td>
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<tr>
<td>Feb 11</td>
<td>Tues</td>
<td>Exam</td>
<td></td>
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<tr>
<td>Feb 13</td>
<td>Thurs</td>
<td>Exam review</td>
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<tr>
<td>Feb 18</td>
<td>Tues</td>
<td>Performance Improvement and Healthcare</td>
<td>Martin</td>
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<tr>
<td>Feb 20</td>
<td>Thurs</td>
<td>Evidenced-Based Medicine and Value-Based Purchasing</td>
<td>Martin</td>
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<tr>
<td>Feb 25</td>
<td>Tues</td>
<td>Strategy and Balanced Scorecard</td>
<td>Martin</td>
</tr>
<tr>
<td>Feb 27</td>
<td>Thurs</td>
<td>Strategy Map/Balanced Scorecard Workshop</td>
<td>Martin/Bechtol</td>
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<tr>
<td>Mar 4</td>
<td>Tues</td>
<td>Spring Break-No Class</td>
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<tr>
<td>Mar 6</td>
<td>Thurs</td>
<td>Spring Break-No Class</td>
<td></td>
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<tr>
<td>Mar 11</td>
<td>Tues</td>
<td>Project Management</td>
<td>Martin</td>
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<tr>
<td>Mar 13</td>
<td>Thurs</td>
<td>Project Management Workshop</td>
<td>Martin/Bechtol</td>
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<tr>
<td>Mar 18</td>
<td>Tues</td>
<td>Tools for Problem Solving and Decision Making</td>
<td>Martin</td>
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<tr>
<td>Mar 20</td>
<td>Thurs</td>
<td>Quality Management</td>
<td>Martin</td>
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<tr>
<td>Mar 25</td>
<td>Tues</td>
<td>Quality Workshop</td>
<td>Martin/Bechtol</td>
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<tr>
<td>Mar 27</td>
<td>Thurs</td>
<td>Lean Enterprise</td>
<td>Martin</td>
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<tr>
<td>Apr 1</td>
<td>Tues</td>
<td>Exam</td>
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<td>Apr 3</td>
<td>Thurs</td>
<td>Exam Review</td>
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<td>Apr 8</td>
<td>Tues</td>
<td>Hospital Operations and Finance</td>
<td>Nawrocki</td>
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<td>Apr 10</td>
<td>Thurs</td>
<td>Pharmacy Operations-Hospital and Institutional Practice</td>
<td>Sinclair</td>
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<tr>
<td>Apr 15</td>
<td>Tues</td>
<td>Pharmacy Operations-Community Practice</td>
<td>TBD</td>
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<tr>
<td>Apr 17</td>
<td>Thurs</td>
<td>Pharmaceutical Sales</td>
<td>TBD</td>
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*Please note: *TBD* stands for 'To Be Determined'*
<table>
<thead>
<tr>
<th>Apr 22</th>
<th>Tues</th>
<th>Career Options</th>
<th>Martin/Bechtol</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apr 24</td>
<td>Thurs</td>
<td>Changing the Business of Healthcare: What Will They Think Of Next?</td>
<td>Martin</td>
</tr>
<tr>
<td>Apr 29</td>
<td>Finals Week</td>
<td>Final Exam Tuesday Apr 29 8am-10am</td>
<td></td>
</tr>
</tbody>
</table>

*This is a tentative schedule. It may be changed and adjusted accordingly as deemed necessary by the course instructor(s).