

# Health Services Administration

## Health Services Administration Degrees and Certificates

### Health Services Administration (M.S.)

#### Degree Type

M.S.

The health services industry is now the third largest employer in the nation. According to the U.S. Department of Labor, the professional field of health services administration will be ranked among the top 10 occupations by percentage increase in employment during the 21st century. Both nationally and regionally, there are numerous opportunities for health service administrators in hospitals, nursing homes, hospices, health maintenance organizations, home care agencies, hospital associations, health insurance companies, managed care companies and governmental health planning and regulatory agencies. Sage's Master of Science in Health Services Administration has been designed to prepare health services managers to meet the diverse needs of this rapidly expanding field.

The multidisciplinary design of the program reflects the faculty's conviction that health managers must be prepared for widely varying roles. The program also reflects content recommended by senior managers in the health care field. The program at Sage prepares Health Services Administration students to assume management responsibilities that span a number of departments in an agency, hospital, long-term care facility, clinic, or other health care organization. The program provides an opportunity to gain expertise in more specific responsibilities. Sage M.S. H.S.A. graduates have accepted a variety of roles in health services organizations, some management and some that combine management and clinical practice. The program prepares students for both career paths.

Core courses offer the inservice health administrator - or the student learning to become one - a comprehensive set of managerial and analytical skills, which will improve problem solving, human relations, finance and budgeting, program planning and analysis capabilities. The program also presents the most current content in managed care and health care marketing.

#### Admission Requirements

Applicants to the program must meet the general admission requirements for Sage Graduate Schools.

### Program Summary

#### Core Courses

Item #	Title	Credits
HSA 553	Health Systems & Policy	
HSA 555	Strategy in Healthcare	
HSA 557	Legal Aspects of Health Service Administration	
HSA 558	Budgeting and Finance for Government, Nonprofits, and Health Care	
HSA 565	Health Care Finance and Management Systems	
HSA 572	Program Planning, Analysis, & Evaluation	
HSA 578	Analytic Methods	
MBA 651	Human Resource Management	
MGT 671	Management Information Systems	

# Internship

Complete one of the following:

Item #	Title	Credits
HSA 577	Practicum in Health Svc Admin	
HSA 587	Internship-Health Svcs Admin	

## Culminating Sequence

Students select either the Thesis Option or the Non-Thesis Option

### Thesis Option

Item #	Title	Credits
HSA 596	Seminar in Health Svcs Admin	

### Non-Thesis Option

- Students take the following three electives:

Item #	Title	Credits
HSA 520	Marketing Health Care	
MBA 685	Quality Management	
	Approved Elective	3
<b>Total Credits</b>		<b>33-39</b>

## Health Services Administration Classes

### HSA 520 : Marketing Health Care

This course seeks to leverage and deepen knowledge from the marketing core by addressing how standard marketing techniques do, and do not, apply within the health sector. The course emphasizes health care consumption decisions which are subject to substantial ethical considerations and public policy scrutiny, and are made by multiple decision makers, often with competing economic interests.

### HSA 525 : Long-Term Care Administration

This is a graduate level course that provides a comprehensive review of the activities and theory relating to the effective and ethical management of nursing homes and related long-term care facilities. Issues relating to organizational management, resident care, personnel management, financial management, environmental management, compliance, and governance are presented to prepare the student for the nursing home

administrator licensure examination. Special attention is given to contemporary topics including enhancing quality of life, hospice care in nursing homes, stakeholder communication, board development, disaster planning, and transparency.

## HSA 530 : Health Economics

This course examines economic models related to: the production of and demand for health; demand for medical care; uncertainty and health insurance; and physician and hospital behavior. In addition, economic issues related to Medicare and Medicaid; health disparities; and health care reform will be discussed. The course includes discussion of recent research on these topics as well as discussions of recent developments in health policy related to these topics.

## HSA 553 : Health Systems & Policy

This course provides students with extensive knowledge of trends, issues, and systems of health care delivery in the United States. Topics to include: historical development, the structure and function of different health care facility types, utilization of health care services, new patterns and trends in the cost and financing of health care, governmental responsibility for health care services, health care policy analysis, ethical issues, and quality assessment methods.

## HSA 555 : Strategy in Healthcare

This course begins with the key decision-making area of strategy development. The development of strategy is then connected to organizational performance. Key areas covered include system analysis, modern strategy, concepts, and best practices applications through case analysis.

### **Prerequisites**

HSA 553 or permission of instructor

## HSA 557 : Legal Aspects of Health Service Administration

This course introduces the student to the legal aspects of the U.S. health care system and the governmental structure responsible for administering health services. It also provides an understanding of how current health care reform laws will affect health care administration, health care reimbursement, regulation of health care, and government policy. This course focuses on evolving case law and its impact on the administration of health services in the United States.

### **Prerequisites**

HSA-553 or permission of instructor

## HSA 558 : Budgeting and Finance for Government, Nonprofits, and Health Care

This course explores the development and application of budget theories and principles, examines and evaluates the formats used to create and present budgets, and considers cost analysis in a budgeting and program context with attention to the relevant accounting process. Topics include planning, program design, taxation, health provider reimbursement, facilities and grants.

## HSA 565 : Health Care Finance and Management Systems

An examination of systems and data needs for budget, financial and management operations, and decision making in hospitals, nursing homes, ambulatory care facilities, and health and social agencies. Requirements

of third-party payers and governments, cash-flow management, cost containment, provider and consumer relationships, quality care maintenance related to the needs of the patient and family, and interfaces with other human service delivery systems will also be covered.

**Prerequisites**

HSA-558

## HSA 572 : Program Planning, Analysis, & Evaluation

An orientation to the planning, analysis, design, implementation, evaluation and administrative control of government programs. Emphasis will be on integration of these phases, the role of information systems, use of analytic techniques, and accountability to policy makers and the public.

## HSA 577 : Practicum in Health Srvc Admin

Designed for part-time students, the practicum provides an intensive research or analytic experience in an appropriate governmental or health service agency. In conjunction with the organization and instructor, the student will produce a research report or policy analysis.

**Prerequisites**

HSA 553 555 578 557 558

**Advising Note**

Take HSA-553 HSA-555 HSA-578 HSA-557 HSA-558;

## HSA 578 : Analytic Methods

This course is an introduction to the language and methodology of social science research in public, health and human service administration. Particular attention is given to the research process. The application of research methodology and statistical analysis will be examined. Topics include the nature of the scientific method, sampling theory, and a review of survey, field, experimental, and evaluation methods. The nature and character of scientific evidence, research design, statistical analysis interpretation, and data interpretation are also covered. Students will develop abilities as informed consumers and critics of the methods used to collect and interpret information about human activity and preferences.

## HSA 587 : Internship-Health Srvcs Admin

The internship will provide a placement for half time for a term or full time for a summer in an administrative or analytical job in an appropriate agency for the student's concentration area. The student will prepare a written report describing and analyzing the experience in reference to relevant theory.

**Prerequisites**

HSA 553 555 578 557 558

**Advising Note**

Take HSA-553 HSA-555 HSA-578 HSA-557 HSA-558;

## HSA 596 : Seminar in Health Srvcs Admin

This course is designed as the capstone of the master's program in health services administration. Students are expected to deal with major issues of theory and practice in the field. The production and presentation of a major research paper is the key aspect of the course.

**Prerequisites**

HSA 553 555 578 557 558

**Advising Note**

Take HSA-553 HSA-555 HSA-578 HSA-557 HSA-558;

# HSA 605 : Comparative Health Care Delivery Systems

This course provides students with an in-depth understanding of global health issues through critical comparative analyses and discussion of international health delivery systems. Students study the attributes of effective and sustainable health care systems in addition to acquiring a greater knowledge of the decision-making processes for stakeholder service, accountability, coverage, payment methods, reimbursement, and pricing.