**HEALTH CARE PROGRAMS**

**www.exed.hbs.edu**

**ACCELERATING INNOVATION IN PRECISION MEDICINE**

Prepare to drive breakthrough treatments forward by retooling traditional approaches. Explore new methods and models that will help you build productive partnerships and reduce bottlenecks in the development, approval, and clinical use of targeted immunotherapies.

**LEADING AN ENDURING SCIENCE-BASED BUSINESS**

Explore new developments at the intersection of business, science, and medicine. Improve collaboration between scientists and business executives in the pursuit of common goals. Manage risk and uncertainty and make better decisions about R&D, acquisitions, pricing, and regulatory issues.

**MANAGING HEALTH CARE DELIVERY**

In three weeks spread over nine months, build skills that will help you innovate and enable your organization to provide high-quality, compassionate care in a cost-effective manner. Learn how you can successfully lead a more competitive health care organization in an era of increasing complexity.

**STRATEGY FOR HEALTH CARE DELIVERY**

Embrace innovative new strategies and organizational models that are evolving the way health care is delivered, measured, and reimbursed. Lay the foundation for a value-based approach that benefits patients, your organization, and the health care ecosystem.

**VALUE MEASUREMENT FOR HEALTH CARE**

Discover how more effective measurement systems can help you improve patient outcomes—while lowering delivery costs. Gain insight into best practices for coordinating care, introducing process efficiencies, implementing new reimbursement strategies, and integrating care delivery.

**WHAT YOU WILL LEARN**

- Generate better data through greater patient engagement
- Increase success rates through improved clinical trial design
- Optimize the use of critical data and analytics
- Enable progress through new investment strategies and different kinds of industry collaboration

**KEY BENEFITS**

- Balance tensions among scientific progress, availability of treatments, intellectual property, budgets, and revenue goals
- Manage optimism bias and take the right lessons from scientific failure
- Recognize implications of the whole product lifecycle, including how clinical trials are funded and how pharmaceuticals are priced and distributed
- Find innovative approaches to value creation, value capture, and value distribution
- Navigate the evolving regulatory environment

- Create flexible strategies for ensuring quality care
- Introduce new efficiencies and improve coordination of services
- Respond to new market forces, payment methods, and consumer expectations
- Build an organizational structure that fosters innovation
- Analyze and improve your organization’s financial health

- Focus your organization’s strategy on value
- Align payment with value
- Lead strategic and organizational change while overcoming common obstacles
- Drive more efficient practices and introduce strategies for improving care
- Expand through new facilities, affiliations, and partnerships

**WHO SHOULD ATTEND**

- Senior leaders from:
  - Biotech and health care companies
  - Pharmaceutical companies
  - Cancer foundations and philanthropic organizations
  - Investment firms
  - Payor organizations
  - Research institutions

- Senior executives, scientists, and decision-makers from:
  - Life-science companies such as pharmaceutical and biotech firms
  - Related health care organizations such as insurers, institutes, and regulators
  - Related nonprofits and NGOs

- Clinical and nonclinical leaders with more than 10 years of experience in large established health care delivery organizations, including:
  - Physician chiefs
  - Subspecialty chiefs
  - Nursing executives
  - Administrative executives

- Senior-level managers from health care delivery organizations, including top executives, senior clinical leaders, and financial executives
- Executives from insurance companies, other payor organizations, or health care suppliers

- Senior clinical leaders who oversee care delivery
- Financial executives who direct cost management for health care delivery
- Senior executives in payor organizations or health care supply companies

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