Healthcare: A landscape of opportunities for professionals

Multi-healthcare domain knowledge coupled with general management skills

Hospitals
Pharmaceutical
Healthcare IT
Medical Equipment & Supplies
Health Insurance
Healthcare Consulting
Lifesciences

PGDM Healthcare 2022-2024

2 year full-time AICTE approved Program (60 seats)

S. P. Mandali's Prin. L. N. Welingkar Institute of Management Development & Research

INDEX

Program Overview

Nurturing young healthcare professionals for a post pandemic world

The healthcare industry has changed in the past decade and Covid-19 has brought focus from curative to preventive healthcare. There is also an emphasis on improving healthcare access in Tier 2, 3, and rural areas using eHealth, IoT, chatbots, wearables, drones, etc. This will further propel growth and create job opportunities for healthcare professionals.

The program is benchmarked with the best international/national institutes with exposure to Data Analytics, Artificial Intelligence, Machine Learning, Robotic Process Automation, Chatbots, Drones, Health Informatics, Digital Marketing, and applications of emerging technologies in healthcare. It covers all practical aspects of modern healthcare in the areas of the pharmaceutical, hospital, medical device, health insurance, healthcare IT, informatics, analytics, and health centric economics, along with key management skills.

Learners are sensitized to have empathy, a human-centered approach, outlook towards sustainable solutions, and humane touch. WeSchool is one of the few B-Schools offering a two-year full-time program in healthcare.

Year 1: Focus is on providing exposure to all healthcare segments and building strong foundation in general management

Year 2: Emphasis is on enriched learning about healthcare segments where students choose between two specializations, Hospital Administration and Pharmaceutical & Life Sciences Management

Program Vision

To nurture healthcare management practitioners and thought leaders through inventive education

Program Mission

- To focus on inventive education by offering practical, innovative and technology driven healthcare management courses.
- To provide healthcare managerial talent with passion for learning and creative thinking and values in rapidly evolving economic and social environment.
- To contribute significantly to healthcare sector by preparing professionals with global mindset and developing alumni network for mutual benefit
- To build healthcare management intellectual capital through faculty development, research, consultancy and publication.

Program Educational Objectives (PEOs)

- Exhibit healthcare centric knowledge and general management skills
- Practice critical thinking, problem solving skills, design thinking, sustainability, technology in healthcare sector
- Become versatile professionals and future employers in healthcare sector with sensitivities of care and humane touch
- Generate intellectual capital in collaboration with multiple stakeholders to tackle business, social and technical challenges

USPs of the Program

- Program provides exposure to diverse industry-relevant and futuristic curriculum allowing one to switch career direction from undergraduate degree.
- Emphasis is on experiential learning. Field Work, Pharmaceutical Plant visit, Hospital Visit, NGO visit/interaction, Peer-to-peer learning, Self-determined learning, Simulations, Projects, Games, Crossword puzzles, Prototyping, etc. are various interventions to increase experiential learning for healthcare students.
- Personalized attention to all healthcare students is given through buddy program, need based grooming, guidance for competitions and start-ups, counseling, etc.
- Networking opportunities are provided to gain experience from peers, seniors, alumni, industry experts, and guest faculty of diverse backgrounds
- Students transform from Consumers of content to Creators of content by writing& publishing articles, case studies, and research papers
- Students are groomed to excel at various State, National and corporate level competitions.

Faculties of Healthcare Program

Healthcare team has multi disciplinary skills among faculties

Dr. Anjali Kumar
Health Insurance
Health Economics

Dr. Aaswari Nalgundwar
Public Health Administration
Hospital Operations

Ms. Sanghamitra Sharma
Pharmaceuticals, Regulatory,
International business
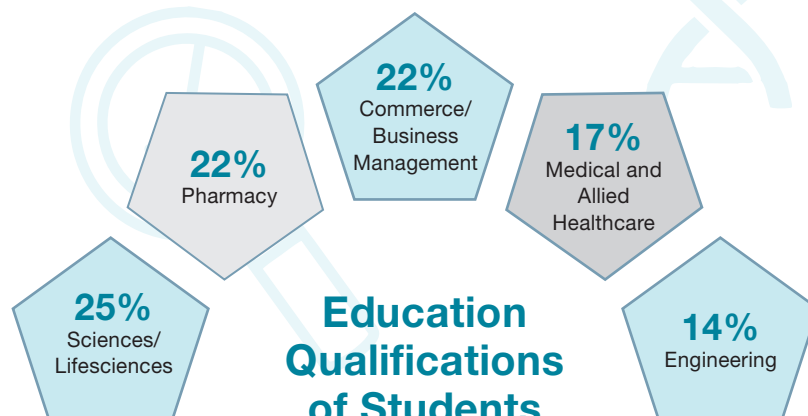
Dr. Bhagwati Prasad
Diagnostics,
Healthcare IT

Dr. Rohan Kesarkar
Medical Devices,
LifeSciences

Class of 2021-23

78% Fresher

22% with Work Experience

22%
Pharmacy

22%
Commerce/
Business
Management

17%
Medical and
Allied
Healthcare

25%
Sciences/
Lifesciences

14%
Engineering

Education Qualifications of Students

Career Opportunities

Every student is provided individual attention and mentored to discover their innate abilities and interests in healthcare segments like pharmaceutical, hospital, medical device, health insurance, healthcare IT, consulting, etc to become sound professionals such as:

- International/Domestic/Digital Marketing Manager
- Product Manager
- International/Domestic Business Development Manager
- Institutional Sales/Key Account Manager
- Sales Specialist/Manager
- Healthcare Business Analyst
- Research Associate/Consultant/Advisor – Healthcare
- Healthcare IT Consultant
- Healthcare IT Sales Manager
- Logistics and Supply Chain Manager
- Hospital Operations Manager
- Clinic/Branch/Floor Manager
- Hospital Planning and Design Consultant
- Health Claims Manager
- Life Insurance – Operations/IT Manager
- Healthcare Talent Acquisition Manager

Placements:
Placement for PGDM Healthcare 2019-21 batch was 100%. Placement 2020-22 batch is on-going (95% placed so far)

₹ Highest CTC
18 lakhs p.a.

₹ Average CTC
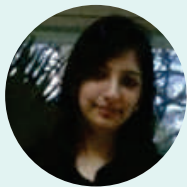**10.2 lakhs p.a.**

₹ Median CTC
9.5 lakhs p.a.

₹ Minimum CTC
7.5 lakhs p.a.

Some of our recruiters

Pharmaceuticals	GLENMARK A new way for a new world	ALKEM	MACLEODS	troikaa Imagine. Innovate	CLARIANT
SUN PHARMA	Shalina	Syngene	Healthcare Providers	NAVICARE	St Jude India ChildCare Centres
Waregen Specialized solutions for clinics	P. D. HINDUJA HOSPITAL & MEDICAL RESEARCH CENTRE	KIMS HOSPITALS	lybrate	Sir H. N. Reliance	Life Science / Wellness
RAMAN & WEIL Pvt. Ltd. EXCELLENCE IN INFECTION CONTROL	Nutrezy	Keva	Anshul Life Sciences	Ascent Wellness & Pharma Solutions	SAMARTH
Medical Devices	PHILIPS	Johnson&Johnson	BARD	smith&nephew	GE Healthcare

Consulting	EY Building a better working world	IQVIA	Ipsos	nielsen	KANTAR
AIOCD Pharma Data Platform AWACS	Deloitte.	Healthcare IT	Infosys	Cognizant	Cerner
CitiusTech	Capgemini	Phoenix Compliance	accenture	Insurance	BAJAJ FINSERV
kotak life	Manipal Cigna Health Insurance	TATA AIG INSURANCE WITH YOU ALWAYS	SBI Life INSURANCE With Us, You're Sure	RELIANCE General Insurance	PRUDENTIAL

Alumni - The change makers

Prerna Sharma
Senior Manager
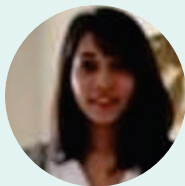PwC US Advisory
Batch 2011-13

Dr. Afsha Chevelwalla
Management Consultant
McKinsey & Company
Batch 2012-14

Prabir Banerjee
Product Manager
In Vivi Services Immuno Oncology
United States
Batch 2012-14

Niraj Patil
Chief Manager (Product)
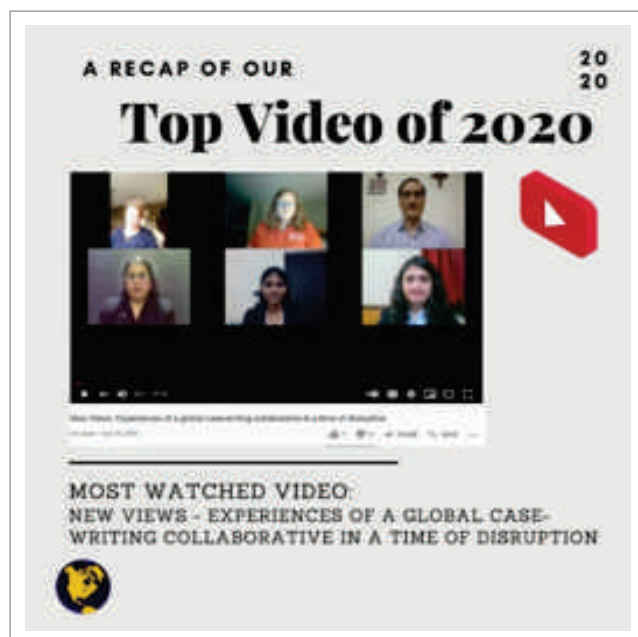Innovation Labs, Tata AIG
Batch 2013-15

Komal Kadaba
Co-founder
Karmasukom Edibles @ Nutrezy
Batch 2013-15

Hemant Baviskar
Account Manager
Hilti North America
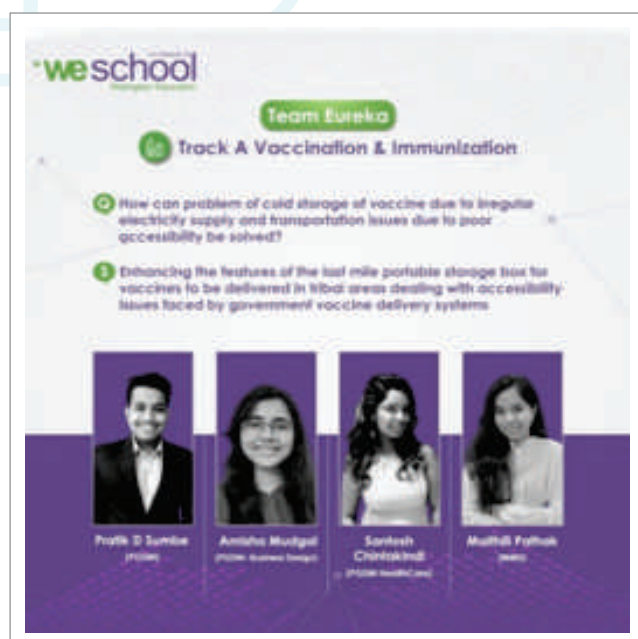Batch 2014-16

Student Achievements

Students are given opportunities to participate in various extra-curricular activities creating well-rounded professionals.

3 PDGM Healthcare students authored case writing with WeSchool and international faculty ina unique experience and exposure 7.

Dr. Disha Patil (PGDM Healthcare 2019-21) stood third at Business Standard best B-School Project Award,2020.

Ms Santosh Chintakindi (PGDM Healthcare 2020-22) and team won the first prize in Maharashtra State Hackathon in Vaccination and Immunization Track in April 2021.

Mr Aniket Narkar, Ms Ayushi Shrivastava, Ms. Prathiksha Shetty and Mr Sanket Pidadi (all PGDM Healthcare 2020-22 students) won the first prize in Maharashtra State Hackathon in Medical Devices for Improving Neonatal Care in April 2021.

5G opens the future of Telesurgery

Published in February 7, 2021

Saloni Khatri
PGDM Healthcare | 2020-22 Welingkar Institute of Management, Mumbai

2 articles ✓ Following

Future of Surgery is Robotics

Published in February 2, 2021

Arpita Phatak
PGDM Healthcare Mangement

2 articles ✓ Following

Robotic Process Automation (RPA) in the Medical Device Industry

Published on January 22, 2021

Aniket Narkar
Business Development Intern at FairVision

1 articles ✓ Following

Application of Artificial Intelligence in Medical Device Industry

Published on December 31, 2020

Nikita Joshi
Deputy General Secretary at Welingkar Institute of Management

2 articles ✓ Following

Students writemultiple articles throughout the PGDM Healthcare journey

Suitability for the PGDM Healthcare

Graduates with MBBS, BDS, BAMS, BHMS, BPharm, BSc Paramedical Technology, Physiotherapy, Occupational Therapy, Biomedical/Bioengineering, Biotech, Life sciences, and Engineering degrees. Candidates with minimum 50% in Degree exam from a recognized University. Final year students awaiting results may also apply. Those with prior experience or interest in healthcare are suitable irrespective of educational background. All education background students can join and do well in PGDM Healthcare program, if interested in healthcare.

Follow us to learn about what Healthcare students do:

Instagram: https://www.instagram.com/pgdmhealthcare/

LinkedIn: https://www.linkedin.com/in/pgdm-healthcare-welingkar-mumbai/

Facebook: https://www.facebook.com/pgdmhc

Twitter: https://twitter.com/HealthcarePgdm

YouTube: https://www.youtube.com/channel/UCFhcywUwA5GqJtjbnHkprNg

PGDM Healthcare program website:

https://www.welingkar.org/programmes/full-time-programme/mumbai/pgdm-health-care-management

Placement Stats (2019-2021)

₹ Average Salary
8.03 lakhs p.a.

₹ Highest Salary
11.4 lakhs p.a.

Eligibility

A minimum 50% in graduation, which must be completed by June 2022

Should have taken CAT (2021) conducted by the IIMs for the year specified in the advertisement (IIMS have no role in the Welingkar admission process) and /or/ XAT (2022) / and / or ATMA (Feb 2022) and / or CMAT (2022) and / or GMAT (2019 onwards).

Selection Process

WeSchool's Unique Profile based selection process assigns significant value to academic performances, work experience, Group Activity, Personal Interview along with the written test scores.

The Selection process for WeSchool this year includes the following parameters:

Parameter	Weightage
1) Qualifying Entrance Test Percentile	40%
Best of percentile in CAT (2021), XAT (2022), ATMA (Feb 2022), GMAT (2019 onwards), CMAT (2022) will be considered	
2) Academics (X,XII, Graduation)	15%
** Basic eligibility of 50% in graduation is mandatory	
3) Pre Interview Questionnaire and Personal Interview (PIQ) has been designed to assess your individual aptitude and personality attributes.)	40%
4) Extra-Curricular activities, Sports, awards and achievements at District, National, International level, Academic diversity etc.	5%
5) Total Composite Score Merit position of the of above parameters will be used for offering admission to a program.	100%

Note:- Qualifying test year and month wherever applicable is mentioned in the Entrance test cutoff.

Tuition Fee

Tuition Fee Rs. 6,50,000/- p.a. *(Subject to change)*