



BITS Pilani
Pilani | Dubai | Goa | Hyderabad | Mumbai
**WORK INTEGRATED
LEARNING PROGRAMMES**

MBA in Hospital & Health Systems Management for Working Professionals



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Program Introduction

- MBA in Hospital & Health Systems Management is a four-semester Work Integrated Learning Programme for working professionals aspiring for a career in the high growth Hospital Administration and Health Systems management industry.
- MBA in Hospital and Health Systems Management is a BITS Pilani Work Integrated Learning Programme (WILP). BITS Pilani Work Integrated Learning Programmes are UGC approved.



Who Should Apply?



Doctors, Dentists, and other medical professionals working in Public/ Private/ Non-profit hospitals.
Doctors, Dentists, and other medical professionals and entrepreneurs



Para-Medical professionals working in the healthcare industry and seeking skill advancement.
Non-medical professionals working in the healthcare industry in support and administrative functions



Non-medical professionals working in the healthcare industry in support and administrative functions who are looking to upgrade their skills and thereby accelerate their career growth. These would include professionals working in such diverse areas as Finance, Billing, HR, Customer Service, Hospital Supplies, and General Administration

Programme Highlights



MBA in Hospital & Health Systems Management is a BITS Pilani Work Integrated Learning Programme (WILP). BITS Pilani Work Integrated Learning Programmes are UGC approved



Blend of classroom and experiential learning



This programme is of 4 semesters and can be pursued only by working professionals. You can pursue the programme without any career break



Become a part of elite and global BITS Pilani Alumni community



The programme will also enable working professionals to attend contact classes from anywhere over a technology-enabled platform. The contact classes will be conducted mostly on weekends or after business hours



Fee submission option using easy - EMI with 0% interest and 0 down payment



The programme uses a Continuous Evaluation System to assess the learners

Programme Objectives

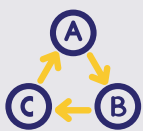
Studies have shown that senior positions in healthcare management require holistic understanding and capabilities that span multiple domains, critical thinking & problem solving situations and cross-functional collaboration. The programme aims to:



Prepare working professionals to undertake leadership roles in managing and administering hospitals verticals



Enable learners to master a set of core general management skills in Accounting, Strategy, Marketing, Human Resources, and Finance to help solve complex, real-world healthcare management problems



Build and nurture the knowledge, skills and aptitude required to achieve long-term career growth



Provide requisite conceptual foundation, and contextual understanding of real-world applications

WILP Presence and Impact



45+

Years of
Educating Working
Professionals



1,26,169

Working
Professionals
Graduated



46,178

Working Professionals
Currently Enrolled



1100+

Faculty Members



47

Programmes

Student

Learning Outcomes

After attending this program, the students will be able to:



Application of critical thinking skills to solve business problems



Empathetic leadership skill development



Ethically and socially responsible manner



Application of modern management technique

Mode of Learning

The Mode of Learning used in this programme is called - Work Integrated Learning. Internationally, Work Integrated Learning (WIL) is defined as "An educational approach involving three parties - the student, educational institution, and employer organization(s) - consisting of authentic work-focused experiences as an intentional component of the curriculum. Students learn through active engagement in purposeful work tasks, which enable the integration of theory with meaningful practice that is relevant to the students' discipline of study and/or professional development*.

An education model can be considered as WIL if and only if:

1. The programs are designed and developed by the institute in collaboration with industry.
2. Work-focused experiences form an active part of the curriculum.
3. The program structure, pedagogy and assessment enable integration of theory-with relevant practice.

The innovative **Work Integrated Learning Programs (WILP)** of BITS Pilani are quite aligned with the above definition and requirements. The programs are designed in collaboration with its industry partners, subject matter experts from industry and academia that enable the students to remain relevant in their chosen profession, grow in their career and retain the habit of lifelong learning. The continued availability of workplace related experiences along with the weekly instruction sessions promote integration of theory with practice. An active participation of the organization mentor in the learning process of the student plays a key role. Case studies, simulation exercises, labs and projects further strengthen this integration.

The **WILP** of BITS Pilani is comparable to its campus-based programs in terms of structure, rigor, instruction, labs, assessment, faculty profile and learning support. The pervasive adoption of technology in all its academic processes makes the same high-quality education of BITS Pilani available to the aspirants at scale with the required flexibility.



Key Benefits of BITS Pilani WILP

- Can pursue the programme without any career break and along with the job.
- The programme curriculum is highly relevant to sectors, industries and organisations they work for.
- In addition to the institute, the learning experience of working professionals in the programme is also supported by the employer organisation and Industry Mentors.
- Effective use of technology to deliver a range of learning interventions at the location of the working professional such as faculty contact sessions, asynchronous learning materials, remote, virtual and cloud labs, Learner support, peer to peer collaboration etc.
- Contact sessions with faculty take place mostly over weekends or after business hours and are conducted over a technology platform that can be accessed from anywhere.
- Mid semester and End semester examinations for every semester are conducted mostly at designated examination centres distributed across the country (for details refer to link mode of examinations).
- Learners can access engaging learning material which includes recorded lectures from BITS Pilani faculty members, course handouts and recorded lab content where applicable.

Experiential Learning

The programme emphasises on Experiential Learning



Simulation & Modelling exercises to understand real-life scenarios and how to effectively manage them



Simulation game on Working Capital Management, Decision Analysis, Supply Chain Management, etc. Financial and Economic Modelling using spreadsheets



Continuous Assessment

The assessment includes graded assignments/quizzes, mid-semester and comprehensive exam

Case studies & Assignments

Carefully chosen real-world cases & assignments are both discussed and used as problem-solving exercises during the programme



Dissertation/ Project Work

The fourth semester offers an opportunity for learners to apply their knowledge gained during the programme to a real-world like complex project. The learner is expected to demonstrate understanding of vital principles learnt across semesters and their ability to successfully apply these concepts



Programme Curriculum

First Semester

- Financial and Management Accounting
- Managerial Economics
- Marketing
- Quantitative Methods

Second Semester

- Financial Management
- Epidemic & Disaster Management
- Introduction to Health Systems & Environmental Health
- Service Quality Excellence in Healthcare

Third Semester

- Biostatistics & Epidemiology
- Healthcare Management
- Hospital Operations Management
- Strategic Management of Healthcare Organization

Fourth Semester

- Elective 1
- Project

General Pool of Electives

- Decision Analysis
- Leadership & Managing Change
- Project Management

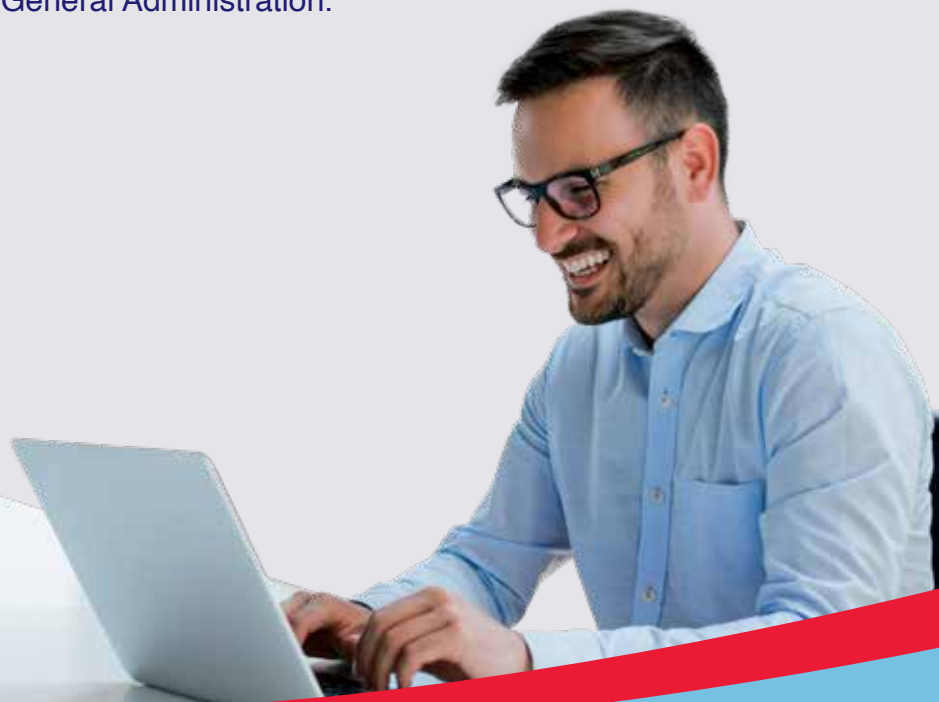
Choice of Electives is made available to enrolled students at the beginning of each semester. Students' choice will be taken as one of the factors while deciding on the Electives offered. However, Electives finally offered will be at the discretion of the Institute.

Eligibility Criteria

Minimum eligibility to apply: Employed professionals in the healthcare industry, holding an MBBS/ Integrated First Degree of BITS Pilani or its equivalent with at least 60% aggregate marks, and minimum one year of relevant work experience after the completion of the degree are eligible to apply to this programme.

The programme is designed for:

- Doctors, Dentists, and other Medical professionals working in Public/ Private/ Non-profit hospitals who are involved in the management and administration of the hospital and related services.
- Doctors, Dentists, and other Medical professionals who are running their own hospitals and want to enhance their management skills to deliver superior service and improve the top line and bottom line.
- Para-Medical professionals working in the healthcare industry and looking to upgrade their skills and thereby accelerate their career growth.
- Non-medical professionals working in the healthcare industry in support and administrative functions who are looking to upgrade their skills and thereby accelerate their career growth. These would include professionals working in such diverse areas as Finance, Billing, HR, Customer Service, Hospital Supplies, and General Administration.



Fee Structure

The following fees schedule is applicable for candidates seeking new admission during the academic year 2024-25.



Easy Monthly Payment Option with 0% Interest and 0 Down Payment

Instant EMI option with 0% interest and 0 Down Payment is now available that allows you to pay programme fee in an easy and convenient way.

- Instant online approval in seconds
- No Credit Cards/ CIBIL score required
- Easy & Secure online process using Aadhaar and PAN number
- Anyone with a Salary Account with Netbanking can apply Option to submit fee using easy- EMI with 0% interest and 0 down payment

Admissions will begin in April 2025.

[Click here](#)

to learn more



All the above fees are non-refundable.

Important: For every course in the programme, institute will recommend textbooks, students would need to procure these textbooks on their own.

Remote Lab

- Students enrolled in the WILP management programs have remote access to the labs in the areas of finance, analytics, and general management.
- These labs play a vital role in enhancing student engagement and enriching the “learning by doing”- cornerstone of BITS Pilani WILP programs.

Analytics Lab



The Analytics Lab hosts software packages such as Tableau, SPSS, Stata, @risk, StatTools, Eviews, Anaconda Navigator, R, Python, and Power BI among others



These packages help the students perform basic, advanced workplace related analytics exercises



Students can perform descriptive, predictive, and prescriptive analytics related to all the functional areas of finance, marketing, supply chain management, HR management



Adequate suite of packages to equip the students to work on different types of data- numeric or text, structured or unstructured

Finance Lab



The Finance Lab hosts state-of-the-art Bloomberg Terminals that capture real-time information



The Financial markets as well as the financial statements and valuable business information of the industry



The databases such as "Prowess" are also made available to the students so that they can download the information



The Lab also hosts a simulation on working capital management that gives the students rich experience in managing the working capital and increases their absorption through experiential learning

Management Lab



The Management Lab is equipped with software, simulations, and digital resources that students can leverage in core areas of management



The simulations help improve the decision-making skills, business competence and integrating the application of learnings from various courses

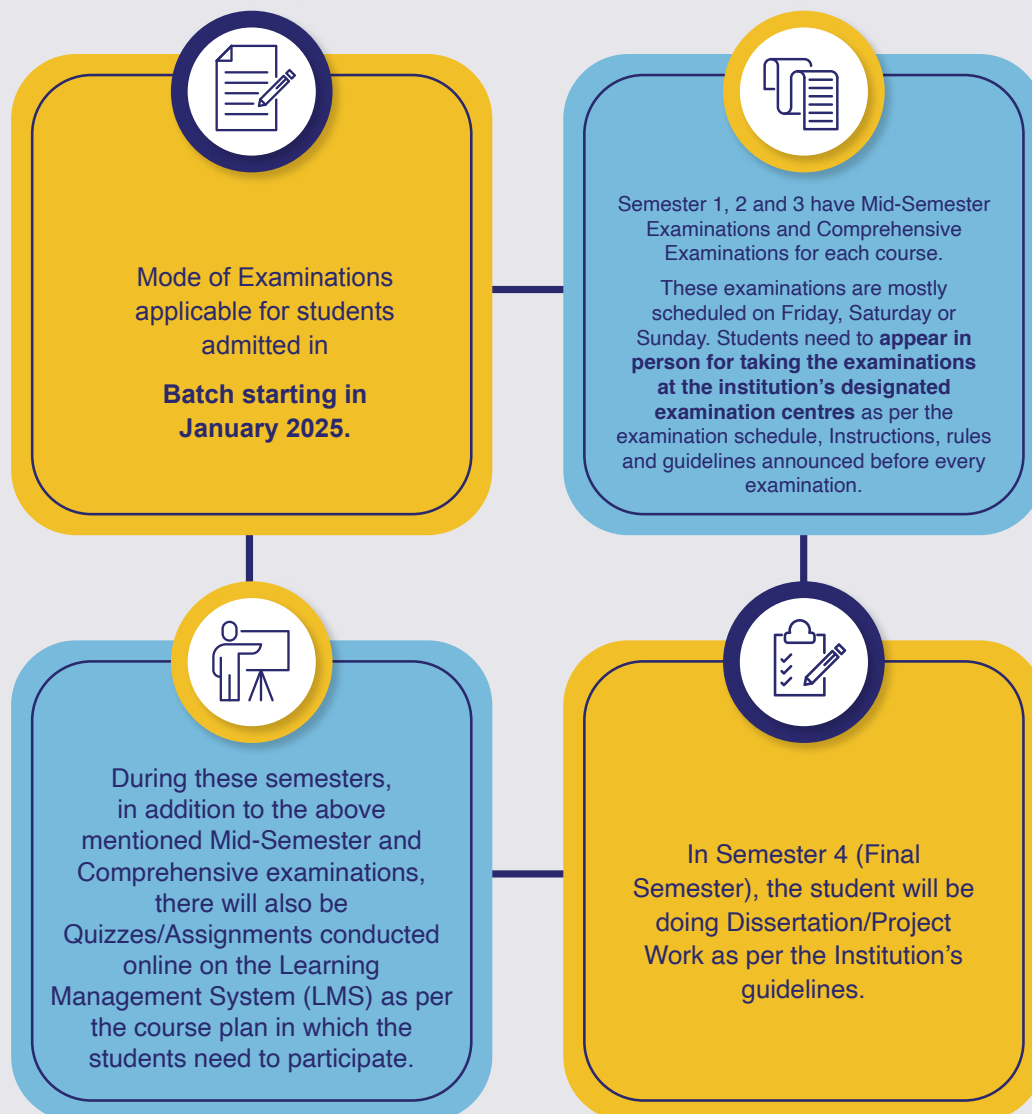


With the Microsoft Project software, the students can plan, schedule, track, collaborate to successfully execute projects



Students get access to the digital collection of professionally produced multimedia case studies, interviews, and peer-reviewed journals by renowned authorities in diverse subject areas

Mode of Examination



Students can take their examination at any of our **34 designated** examination centres in India at the following locations:

- **South Zone:** Bangalore, Chennai, Hyderabad, Mysore, Vijayawada, Visakhapatnam, Kochi, Thiruvananthapuram, Hosur, Madurai, Kancheepuram and Coimbatore.
- **North Zone:** Delhi NCR, Faridabad, Jaipur, Chandigarh, Lucknow, Bhilwara, Udaipur and Pilani.
- **West Zone:** Mumbai, Thane, Pune, Ahilya Nagar, Goa, Ahmedabad, Vadodara, Surat, Indore and Nagpur.
- **East Zone:** Kolkata, Guwahati, Jamshedpur, and Bhubaneswar.

In addition to these locations, the Institution also has a designated examination centre in **Dubai**.

For International Students:

- In addition to the above locations, the institution also has a designated international examination centre, located in **Dubai**.
 - To facilitate the learning of international students, applying from any other location except India and Dubai, the mode of examinations will be online, which can be availed by meeting the requirements of the institute.
- a). Scanned copy of the visa for the country in which you are currently residing. The visa should be currently valid. No expired visas shall be considered,
- b). Scanned copy of government-issued ID from the residing country
- c). HR recommendation or endorsement letter from the employer, stating the location of your work.
- Indian students, who are temporarily based out of India, can also avail of online examinations **on request** by meeting the above-mentioned requirements of the institute.

How to Apply



[Click here to
Apply now](#)



Create your login at
the Application Center
by entering your
unique Email id and
create a password of
your choice.



Once logged in,
follow four essential
steps:

Step 1

Fill and submit
your application
form for your
chosen program.

Step 2

Download a PDF
copy of the
application form.

Step 3

Pay the application
fee of INR 1,500 using
Net banking/Debit
Card/Credit Card.

Step 4

Print the downloaded
Application Form and
note your Application
Form Number.

In the printout of the downloaded Application Form, you will notice on page no. 3 a section called the Employer Consent Form. Complete the Employer Consent Form. This form needs to be signed and stamped by your organisation's HR or any other authorised signatory of the company.

Important: In view of work-from-home policies mandated by many organisations, a few candidates may not be able to get the physical forms signed by their HR/other authorised organisational representative. Such candidates may instead request an email approval to be sent to their official email ID by the HR using the format available [through this link](#).

On page 4, complete the Mentor Consent Form, which needs to be signed by your Mentor.

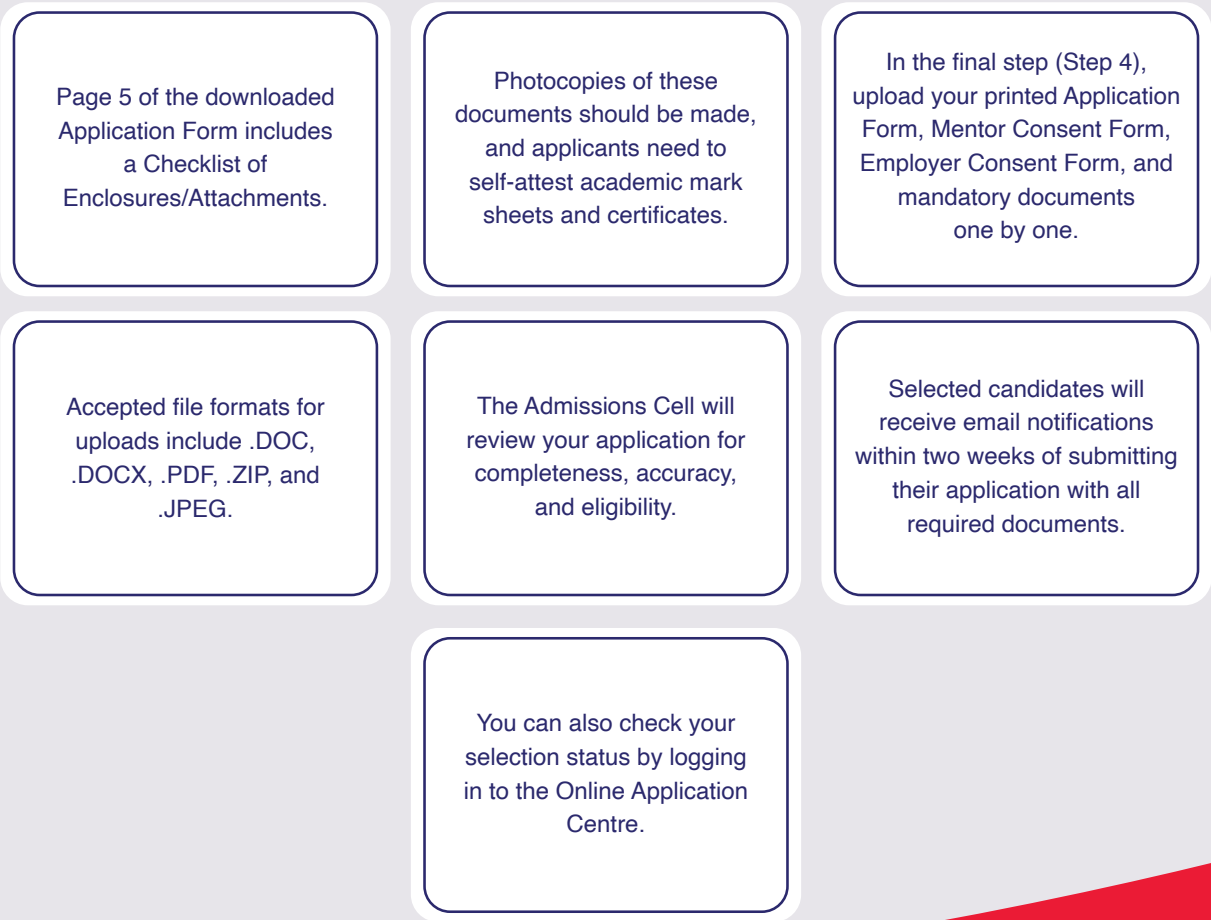
Due to remote work policies, some candidates may struggle to get physical mentor signatures. They can request email approval using a [provided format](#).

Who is a mentor:

- Candidates applying to Work Integrated Learning Programmes must choose a Mentor, who will monitor the academic progress of the candidate, and act as an advisor & coach for successful completion of the programme.
- Candidates should ideally choose the immediate supervisor or another senior person from the same organisation. In case a suitable mentor is not available in the same organisation, a candidate could approach a senior person in another organisation who has the required qualifications. Wherever the proposed Mentor is not from the same employing organization as that of the candidate, a supporting document giving justification for the same should be provided by the candidate’s employer.
- Candidates applying to B.Tech. programmes should choose a Mentor who is an employed professional with B.E./ B.S./ B.Tech./ M.Sc./ A.M.I.E./ Integrated First Degree of BITS or equivalent. Candidates applying to M.Tech., M.Sc., MBA, M.Phil programme should choose a Mentor who is an employed professional with:
- B.E./ M.Sc./ M.B.A./ M.C.A./ M.B.B.S. etc. and with a minimum of five years of relevant work experience.

OR

- M.E./ M.S./ M.Tech./ M.Phil./ M.D./ Higher Degree of BITS or equivalent.



Students **Speak**



I have gained a lot through this program. I am now in a zone where I am comfortable challenging others, I feel I am empowered with the right knowledge to do my job better with BITS Pilani WILP's degree programme

Dr Rashmi NP

Consultant Diabetologist, Excel Care Hospital
Participant of MBA in Hospital & Health Systems Management



I was looking for a programme that would enhance my knowledge and competencies in my field. This programme from BITS Pilani WILP offered me everything and more than what I was looking for. Online classes on weekends proved to be a boon and offered an enriching learning experience throughout.

Roopalatha Mandarapu

Quality Head, Pinnacle Hospitals
Participant of MBA in Hospital & Health Systems Management



I am glad that I chose to pursue a degree programme from BITS Pilani WILP. I wanted to stay relevant and upgrade my knowledge and skills in the current field, and this programme was exactly what I needed. I found the BITS Pilani faculty extremely supportive, interactive, and have a great understanding of their respective subjects. Classes on weekend and recorded lectures proved to be helpful.

Sanjay Sonar

Subject Matter Expert, Optel Vision Pvt Ltd.



UGC Approval

BITS Pilani is an Institution of Eminence under UGC (Institution of Eminence Deemed to be Universities) Regulations, 2017. The Work Integrated Learning Programmes (WILP) of BITS Pilani constitutes a unique set of educational offerings for working professionals. WILP are an extension of programmes offered at the BITS Pilani Campuses and are comparable to our regular programmes both in terms of unit/credit requirements as well as academic rigour. In addition, it capitalises and further builds on practical experience of students through high degree of integration, which results not only in upgradation of knowledge, but also in up skilling, and productivity increase. The programme may lead to award of degree, diploma, and certificate in science, technology/engineering, management, and humanities and social sciences.

On the recommendation of the Empowered Expert Committee, UGC in its 548th Meeting held on 09.09.20 has approved the continued offering of BITS Pilani's Work Integrated Learning programmes.

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BITS Pilani

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**WORK INTEGRATED
LEARNING PROGRAMMES**

**Let's start a conversation
to ignite the change you desire**



<https://bits-pilani-wilp.ac.in>



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