HAS

Allied Health

HAS 500: SHTM Advanced Standing
Place holder credits for Health Technology and Management students.
0-9 credits, S/F graded
May be repeated 3 times FOR credit.

HAS 513: Health Care and Older People
Course is designed to maximize a student's understanding of policy and administrative issues in delivering health care to older people. Highlights examples of policy directions on the national, state and local levels and the practical application of administrative tools in managing health facilities mandated for older people.
3 credits,

HAS 516: Health and the Aging Process
An overview of information and issues pertinent to physical and psychosocial health of aging Americans. Includes demographics, attitudes, physiological and psychological changes, health promotion, disease prevention, health care delivery settings, and ethical and legal issues.
3 credits,

HAS 521: Disability and Health Promotion
Examines the life experiences of people with disabilities from a disability studies perspective. Includes a study of the history, sociology, and psychology of disability, and looks at interactions between people with disabilities and health care providers in terms of miscommunication, prejudice, communication, and health promotion. Explores the larger systems that can help or hinder health promotion including structural barriers of poverty, lack of insurance, inaccessibility of services, architectural barriers and lack of transportation. Addresses particular health care challenges faced by women and ethnic, racial, and sexual minorities who have disabilities.
3 credits,

HAS 525: Complementary and Alternative Medicine
Examines the theory, philosophy and applications of complementary and alternative medicine within today's health care system. Presents the many alternatives to traditional Western or allopathic medicine, and how these various models, systems and therapies impact on the delivery of health care in the United States. Addresses skills needed to best respond to consumers' requests for information about these approaches. Students will examine the current body of research available on complementary and alternative medicine and be introduced to the vast array of resources available, the type of training involved in license/certification, and how to incorporate these approaches into their clinical practices. This course will combine lecture, readings, speakers, independent research and some experiential, hands-on work.
3 credits,

HAS 526: Community Mental Health Programs
Provides a critical examination of the mental health system as it has evolved in the United States. Focuses on the service delivery system: how it has developed, what it is today and where it is going. Deals with the mental health system as a business: how it operates, how it is funded, who it employs and how it will develop in the new managed care environment.
3 credits,

HAS 527: Principles and Practice of Public and Community Health
Provides an overview of the public health system, the philosophy and purpose of public and community health, the managerial and educational aspects of public health programs, how the public health sector responds to disease prevention, environmental issues, community public health provisions and other core public and community health components. The impact of federal health care reform on the public health delivery system and the economic and fiscal implications of the system on state and local governments will be discussed. Students will analyze the critical elements of a health care system.
3 credits,

HAS 528: Long Island’s Community Health
Provides students with an overview of community health concerns of Long Island and information and resources for addressing them. Presents conditions that are associated with special populations such as the Native Americans, baymen, homeless, migrant workers, rural residents, urban residents, and the uninsured middle-income residents. Community health problems with high incidence on Long Island including breast cancer, Lyme disease, AIDS, and tuberculosis will be covered. Reviews Long Island's environmental health problems with special emphasis on those associated with drinking and swimming water, agriculture, pesticides, and transportation. Discusses and presents the community health care delivery system and model programs and resources.
3 credits,

HAS 529: Community Health and Patient Education
Provides information on current trends in patient education program development. Emphasizes techniques used by health professionals in planning, implementing and evaluating patient education programs in hospitals and other health care organizations concerned with the educational component of patient care.
3 credits,

HAS 530: Health Care Operations
Addresses the operations within health care institutions from the macro to the micro levels of management. Analyzes philosophy and significant occurrences affecting health care operations in the past, present, and future. Divisions within health care operations (clinical, support and informational services, nursing, finance, and ambulatory care) will address the following aspects of management: financial forecasting and monitoring, staffing, employee productivity and morale, customer service, cost containment, decision making, total quality management, and managed care. Emphasizes hospital operations, and presents nursing home and community health care center operations.
3 credits,

HAS 531: Health Care Delivery Systems
Provides overview of health care delivery enterprise in the United States and the various forces that shape this enterprise. Discusses dynamics of care, evolving public and private regulations and guidelines, and rapid technological advances.
3 credits,

HAS 533: Communication and Group Dynamics
Assists students in understanding and improving interpersonal communication skills through structured exercises in speaking, writing and interacting. Emphasizes leadership skills in group interactions especially in the health care fields.
3 credits,

HAS 534: Fundamentals of Health Care Management
Provides students with a realistic knowledge of management, not only the theories and
techniques, but the ways in which they are worked out in practice. Emphasizes the essentials of management pertinent to practicing managers, e.g., organizational profiles, political and power relationships, planning, organizing, staffing, directing, leading, controlling and evaluating. Looks at essentials as a system interacting with the manager’s total environment - economic, technological, social, political and ethical.

HAS 535: Essentials of Health Care Finance
The course is designed to introduce the student to those types of financial decisions that health care executives are most likely to be involved with, and to provide material that will help them understand the conceptual basis and mechanics of financial analysis and decision-making as it pertains to health care.

HAS 536: Health Law
Acquaints students with the general applicability of law to the health field and the health delivery system. Covers specific areas of laws (including statutory law, common law and rules and regulations) applicable to and controlling the operation of hospitals, long-term care facilities, medical practices, health professional practices and other institutions and individuals involved in the delivery of health care. Identifies legal problems affecting the delivery of health care and addresses problems encountered by institutions and individuals.

HAS 538: Health Economics and Public Policy
Presents an in-depth analysis of the effects of economic principles on health care and the effect of health policy and economic forces on the health care delivery system. Examines the ways in which these concepts may be used to analyze health policy and improve the delivery of health care services. The effect of changes in market forces, human resources needs, formation of integrated delivery systems, health promotion initiatives and the impact of technology will be studied.

HAS 539: Strategic Planning for Health Programs, Facilities and Networks
Conveys to prospective and current health program managers the fundamentals of strategic thinking and planning and the integration of these processes into executive management functions. Prepares prospective and current managers to fulfill their roles and responsibilities within a dynamic, changing medical marketplace where health care entities are undergoing a major paradigm shift, changing from independent organizations that provide illness-focused episodic care to networks and systems of entities that address the health care needs of populations over entire lifetimes.

HAS 541: Strategic Management in Health Care
Designed for health services organization managers. Provides exposure to varied theories of organization and management to prepare students to predict and explain organizational and managerial actions and responses relative to public policy. Readings focus on four major themes: organization/environment relationships, organization complexity, strategic management, and the significance of economic theory in understanding organization and systems behavior.

HAS 542: The Impact of the Political Setting on Health Policy and Management
Examines the influences and effects of politics on the implementation of health policy at federal, state and local levels of government. Analyzes the roles and consequences of various governmental and social entities involved in policy implementation including structure and process. Reviews outcomes of selected public policies within the legislative or administrative context.

HAS 543: Health Policy
Provides students with an overview of health care policy making principles. Specific policy formats will be analyzed using examples of local and national policies. Students will learn to develop selective health policies using case studies.

HAS 544: Principles of Managed Care
Provides an in-depth understanding of the meaning of managed care in the context of the United States health care system. Reviews the history, components and various organizational forms of managed care systems. Potential benefits, inherent limitations, and the legal, social and ethical implications of managed care as a health care delivery system will be discussed.

HAS 546: Stem Cells and Society
Provides a multifaceted and interdisciplinary look at issues surrounding stem cell research, taking into consideration the basic science, history, public policy (both federal and state), economics, and ethics. Students will gain an understanding of how each of these disciplines affects the complete issue. Presents the basic fundamental concepts underlying the research, what factors characterize different types of stem cells (adult, embryonic, iPS) and how they pertain to a quest for disease cures. Investigates policies and legislative underpinnings of stem cell research that have shaped the course of stem cell research in the United States. Explores the ethical concerns surrounding stem cell research and the related impact on policy.

HAS 547: Grantsmanship in the Health Professions
Introduces the grantsmanship process, in both federal and private domains. Focuses on research, design, preparation, and submission of grant applications.

HAS 550: Statistics and Data Analysis
Teaches the use of descriptive statistics such as means, medians, standard deviations and histograms to report results of experiments. Illustrates how inferences can be made from hypothesis testing and regression analysis. Includes analysis of the validity and appropriateness of statistical techniques employed by researchers in the health field.

HAS 551: Research Design and Proposal Writing
This course is designed to acquaint students with the research and proposal writing process in preparation for a practicum or research project, including: identifying a problem within an area of health care management, policy, and/or practice; formulating a research question or hypothesis; reviewing and critically appraising relevant literature; designing a realistic study and selecting appropriate scientific methods to answer the proposed question (or test the hypothesis); articulating the major strengths and limitations of the proposed study; considering expected results and potential impact of study findings on health care management, policy, and/or practice; and communicating the proposal in a well-referenced and clearly written plan. Prerequisite: HAS 550

3 credits,
HAS 553: Research Methods and Design
Presents process and skills needed to develop a research study, formulate a research question or hypothesis, conduct literature searches, use library resources, critically appraise scientific literature, select an appropriate research design and methods for data collection, and consider the protection of human subjects and health information, including policies and procedures of the Committee on Research Involving Human Subjects (CORIHS). Prerequisite: HAS 550. Permission of instructor required. Cannot receive credit for this course and HAS 551.
3 credits,

HAS 554: Marketing in Health Services
Provides an introductory explanation of marketing as a requisite component of modern business. While presenting the basic principles and general philosophies of marketing, the course concentrates on the importance of marketing in health care service delivery in a managed care environment.
3 credits,

HAS 555: Essentials of Health Care Sales and Marketing
Introduces strategic selling methodology and looks at the health care buying decision. Focuses on the health care customer's needs, both organizational and personal. The resultant analysis will allow the student to better determine how to add value to the health care customer's organization and create a long-term business relationship that benefits all parties. Focuses on the key principles, methodologies and strategies of marketing, and expands these basic concepts to include an analysis of the health care value chain: trading relationships between the producers (manufacturers) of the health care products, purchasers of those products (groups purchasing organizations, wholesalers/distributors), and health care providers (hospital customers) that are end users of these products.
3 credits,

HAS 556: Foundations of Health Care Quality Management
Introduces health care quality management methodologies and examines their impact on health care productivity, quality, and patient safety. Utilizes concepts of performance improvement and continuous process improvement to improve product and service quality and competitiveness. Presents history of quality improvement in health care and application of quality concepts to improve clinical outcomes, patient safety, patient satisfaction, financial outcomes, and employee and physician satisfaction. Emphasizes importance of data usage to monitor performance improvement activities.
3 credits,

HAS 557: Planning and Implementing Community Health Programs
Prepares students to conduct needs assessments of various diverse populations and to plan, implement and evaluate programs to meet the needs. Plans include detailed goals, behavioral objectives, methods, resource and budget allocation, including grant and contract considerations.
3 credits,

HAS 558: Epidemiology and Health Policy
Presents the concepts, principles and applications of epidemiology through the use of public health case studies. Examines the distributions and determinants of disease, human morbidity and mortality, the characteristics of populations and the biological bases of health and disease. Prerequisite: HAS 550
3 credits,

HAS 560: Evaluation of Community Health Initiatives
Prepares students to plan, implement, and utilize an evaluation of a community health initiative. Addresses basic principles and practices of evaluation, including identifying goals of a community health initiative; designing an evaluation plan that can determine if the initiative's goals are achieved; implementing an evaluation plan; interacting with stakeholders; and using evaluation results to improve performance. Students are required to design an evaluation component for the community health program developed in HAS 557.
3 credits,

HAS 563: Computer Case Studies in Health Care Management
Examines problem solving in health care management through the application of personal computers and case studies. Prerequisite: Knowledge of spreadsheets
3 credits,

HAS 564: Health Information and Communication Systems
Couse acquaints students with the types of information systems available in health care and their applications to health care delivery. Includes an overview of various health care networks, patient centered information systems, and imaging systems.
Reviews system platforms, electronic medical records and computer assisted instruction. Students discuss the integration of health information systems with communication systems such as E-mail, fax, pagers and wireless telephones. Through the use of classroom demonstrations and site visits, students gain hands-on experience with several health related information and communication systems.
3 credits,

HAS 557: Planning and Implementing Community Health Programs
Prepares students to conduct needs assessments of various diverse populations and to plan, implement and evaluate programs to meet the needs. Plans include detailed goals, behavioral objectives, methods, resource and budget allocation, including grant and contract considerations.
3 credits,

HAS 558: Epidemiology and Health Policy
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3 credits,

HAS 560: Evaluation of Community Health Initiatives
Prepares students to plan, implement, and utilize an evaluation of a community health initiative. Addresses basic principles and practices of evaluation, including identifying goals of a community health initiative; designing an evaluation plan that can determine if the initiative's goals are achieved; implementing an evaluation plan; interacting with stakeholders; and using evaluation results to improve performance. Students are required to design an evaluation component for the community health program developed in HAS 557.
3 credits,
improvement initiatives. Prerequisites: HAS 556 and HAS 550 (with minimum grades of B).

3 credits,

**HAS 574: Group Practice Management**
Introduces the student to the practices and theories of Group/Physician Practice Management. Provides fundamental understanding of the financial and regulatory issues that influence today's medical practice. Presents issues such as leadership, operations, compensation, and clinical productivity for review.

3 credits,

**HAS 575: Long Term Care**
Enhances the student's understanding of health care options for the elderly, the existing system of long term care delivery and particularly, the administrative aspects of operating a nursing home. The course will include actual exposure to clinical and operational departments in a nursing home and their roles in the interdisciplinary process. It will also include a review of the rules and regulations governing nursing homes in New York State and the financial implications and reimbursement methodologies that impact upon them.

3 credits,

**HAS 576: Workplace 2020**
Provides an overview of issues affecting the American workplace in the future through the year 2020. Expected working conditions, human resources, schedules and technology are explored as students learn how to plan for advances and changes in the health system. Through the use of case studies, introduces students to early experiments in organizational evolution and resulting applications to the health care environment. Discusses issues related to diversity, team building and employee education.

3 credits,

**HAS 577: e-Healthcare: e-Commerce and e-Care**
Introduces students to e-trends and their impact on healthcare. Revisits the traditional models of healthcare delivery and disease management. Introduces students to the evolution of e-care models. Addresses the use of the Web in healthcare organizations, hospitals, medical offices and pharmaceutical companies. Includes e-business strategies, planning and development, e-health and law concepts related to e-services in healthcare.

3 credits,

**HAS 578: Leadership in Health Care**
Focuses on the future role of the leader in the emerging society of organizations. Draws on lessons learned from the past, in both theory and practice. Examines the impact of leadership on the future quality of life, business, learning institutions and society. Defines difference between management and leadership skills and strategies for balancing and developing each skill set.

3 credits,

**HAS 579: Advanced Seminar in Health Policy, Persuasion and Communication**
Analyzes the principle of health policy-making. The goal of the session is a complete health policy statement/paper deliverable to the appropriate policy-maker/legislator. Students will have round table discussions about general public health topics and develop their own health policy project.

3 credits,

**HAS 583: Scientific Writing for Thesis and Publication**
Provides basic skills and information to plan, research and execute the writing of a scientific abstract, thesis outline, research proposal and develop current literature and raw data into a form for written presentation to support or refute a hypothesis. Focuses on scholarly writing and deductive logic, through the use of scientific data (whether from the literature or the research data book) to support an argument. Permission of instructor required.

3 credits,

**HAS 590: Independent Study**
Independent study proposals in health sciences. Must have the approval of the Research and Directed Study Committee of the School of Health Technology and Management prior to registration.

1-6 credits,

**HAS 591: Independent Readings**
Supplementary specialized readings for graduate students under faculty supervision. Topics include but are not limited to: community and public health, mental health, health policy, health care management, health care ethics, gerontology, patient education and health economics and policy. Approval must be obtained from the Research and Directed Study Committee of the School of Health Technology and Management prior to registration.

1-3 credits,

**HAS 592: Special Topics**

Presents a comprehensive look at specific aspects of health policy from all relevant perspectives. Synergizes scientific, legislative and ethical points of view and how their relationship to policy formulation and implementation. Students will expand skills to effectively articulate details of the policy and develop an educated position on it. Dynamic discussion, essay writing and debate will be utilized to gauge information comprehension and opinion development.

3 credits,

*May be repeated 2 times FOR credit.*