MIT SLOAN SCHOOL OF MANAGEMENT
GLOBALHEALTH LAB

Applying business approaches to the challenges of delivering global health

MIT Sloan School of Management works with frontline health care enterprises in sub-Saharan Africa and South Asia to address their problems, decisions, and opportunities. Guided by MIT Sloan faculty and global health experts, experienced MBA and PhD students plan, refine, and help enact substantial improvements to meet the needs of partner organizations. The goal is to **tackle constraints that limit health care delivery for organizations serving patients in resource-limited settings**. Starting in early 2013, student teams work from MIT as well as on-site for two weeks in March to deliver customized solutions co-designed with each enterprise. At the end, we share results and learning.

How does it work? We collaborate with potential partners to identify their pressing problems. If there's a good fit, we define an actionable project. At the start of the course, each team of four students, most with several years' work experience, pairs with a host. Teams work part-time from MIT for two months, then full-time on-site for two weeks, ending with a final presentation of the work and findings. The collaboration wraps up after the work is finalized back at MIT in April.

Projects cluster in five areas: Improving **operations**, internal processes, and logistics; **strategy** setting and helping the organization develop as **thought leader** in the field; **technology** and software adoption decisions; understanding **patient demand** and **marketing**; and analyzing **finances** and new business models for **revenue** generation.

How is this possible? We build on MIT Sloan's signature international action learning platform. Over the past four years more than 160 MIT graduate students have worked with businesses and organizations across Africa and India, applying management skills, tools, and approaches to address global health delivery problems. Our global health focus is enabled by the expertise and resources of our partners, including experts at the Global Health Delivery Project and our own alumni. Students are unpaid and no fees are involved. We share travel costs with hosts.

Why do this? We aim to contribute via teaching and learning, serving host needs, and generating ideas and insights that could inform others and spur future work, including research. Health delivery organizations and their leaders need innovative and practical approaches. So far, over 40 projects have demonstrated that tangible improvements can increase efficiency, reduce problems, and support the development of health delivery organizations.

Join us! MIT Sloan Senior Lecturer Anjali Sastry, Ariella Dagi, and the rest of the GlobalHealth Lab team seek practical, operational health care delivery challenges posed by frontline organizations in Africa and South Asia. For more information, see our website below or send us an email.

✳ **More information, materials, this flyer, and applications can be found at** http://globalhealth.mit.edu ✳
✳ **Email**: global.health.lab@mit.edu ✳