

IPEPulse

Volume 1, Edition 6

September 2023



In this Edition



Learn about our first ever Health Professions Orientation, which occurred on August 17th! (*pictured above*)



Read about The Center for the Business of Health (CBOH) at the Kenan-Flagler Business School! (*pages 6 - 13*)



OFFICE OF THE PROVOST

Interprofessional Education and Practice

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IPEP Opportunities for Students



*These opportunities count for IPEP Distinguished Scholars credit!**

Recent

Career Networks Vertical Panel – Providers, & Healthcare Delivery

Tuesday, September 12 from 6:00 PM - 7:00 PM

Susanne Killian, Associate Director of Student Engagement, moderated this interactive discussion on the panelists' education, careers, things learned working in the industry, and more.

UNC Healthcare Bootcamp

Friday, September 22 from 12:45 PM - 5:45 PM

Students learned about US Healthcare Policy and Structure, discovered the latest trends in the US Healthcare Industry, and explored interdisciplinary healthcare resources available at UNC. Students engaged in a dynamic panel discussion on pivoting to the business side of healthcare, and networked with industry professionals.

Upcoming

UNC-PrimeCare4Youth Fall Seminar - "Resilience Based Counseling with Marginalized Youth"

Friday, October 6 from 1:00 PM - 3:30 PM | UNC School of Social Work and via Zoom | [Register here!](#)

This interactive workshop introduces a strength and resilience-based approach to counseling and psychotherapy with children and adolescents who experience marginalization. Rarely are behavioral health providers (i.e., social workers, mental health rehabilitation counselors, school counselors, among others) taught how to identify, appreciate, and utilize client/student strengths to deal with existing problems. Participants will leave with research-based, practical, and effective strategies for assessment and engagement based on client/student strengths and resources in school-based and community-based behavioral health. All professional students are welcome to attend and learn more about resilience based counseling!

Register here: <https://sswevents.unc.edu/resilience-based-counseling-marginalized-youth-0>

This event counts for IPEP DS credit

Questions? Contact event organizer Meryl Kanfer, LCSW (mkanfer@email.unc.edu), or School of Social Work Professor and IPEP Director Lisa de Saxe Zerden MSW, PhD (Lzerden@email.unc.edu).

2023 UNC Business of Healthcare Conference - What's Driving Healthcare Prices?

Friday, November 3 | In person at the Kenan-Flagler Business School and virtual

Healthcare prices in the United States are garnering attention as the country continues to outspend other Organization for Economic Cooperation and Development (OECD) countries by a significant margin, without better outcomes.

This year's event, hosted on Friday, November 3rd by the UNC Center for the Business of Health, Kenan Institute of Private Enterprise, and the UNC Kenan-Flagler MBA Healthcare Club, will explore how healthcare goods, labor, and services are priced, and why the cost of care continues to rise. We will learn from leaders and organizations that are taking steps to address this core challenge.

Join hundreds of alumni, students, policy makers, and industry leaders to address some of the most pressing topics in healthcare. Meals and networking time included for those attending in-person. Virtual streaming will be available for select presentations and panels. Registration is now open! UNC faculty, staff, and students are offered free admission (must use UNC email address during registration).

Register and learn more here: <https://cboh.events.kenan-flagler.unc.edu/website/57298/home/>

This event counts for IPEP DS credit

Questions? Contact Erin Leach, CBOH Program Manager.

Opportunities from Friends of the Network

*These opportunities **DO NOT** count for IPEP Distinguished Scholars credit!**

Learn, Share, and Network with Change Makers from Coast to Coast at RLConvening

This conference, from October 11 to October 13, 2023, is for those who envision a human-centered healthcare ecosystem built on a foundation of connection and collaboration where all are seen, heard, and valued. Make an impact on the future of healthcare, and register at intendhealth.org/rlconvening/register

2023 IPEC Call for Poster Presentations

IPEC invites you and your interprofessional collaborators to submit a poster proposal for the third virtual IPEC Poster Fair! This free online event on November 29, 2023 seeks to stimulate conversations around experiences trying out and implementing interprofessional education for collaborative practice initiatives. Posters sharing interprofessional projects and practices across all disciplines and at various stages of development and implementation are welcome.

Learn more here: <https://ipec.memberclicks.net/call-for-posters>

IPEP Opportunities for Faculty/Staff

Upcoming

BETTER TOGETHER: From Theory to Practice

Tuesday, November 7 from 4:30 PM - 7:30 PM in the Kenan Stadium Blue Zone

Join the Office of IPEP for a cocktail hour and faculty workshop! Expand your professional network, learn about Interprofessional Education and Practice, create a shared language, and prepare for interprofessional innovation and collaboration.

Register here: https://unc.az1.qualtrics.com/jfe/form/SV_6YfJob1JUGhlfH8

Blending of the Blues - Ending Gun Violence using data-driven solutions: A conversation with Whitney Austin

Monday, October 9 from 5:00 - 7:00 PM in the Kirkland Auditorium at the Adams School of Dentistry (virtual option available)

The UNC-CH Office of Interprofessional Education and Practice along with Duke AHEAD invite you to attend a faculty and preceptor development session to learn from Whitney Austin, a mass shooting survivor turned advocate in non-partisan policy, research, and education. Breakout sessions on these topics, as well as a limited (30 seats) opportunity to complete the national training program Stop the Bleed, will follow. Registration closes

October 2: https://unc.az1.qualtrics.com/jfe/form/SV_2mWMZTeCHJLRA5E

Relational Leadership @ Carolina

October 23 - 24 and November 16 - 17, 8:30 AM - 4:30 PM each day (in person)

Relational Leadership @ Carolina is an interprofessional, cross-generational program that teaches participants how to fully realize the breadth of their human interactions to achieve true connection, common vision, and interdependent action.

Space is limited and registration closes Sept 30.

[Sign up today to reserve your spot!](#)

Want to learn more? Join us for a zoom information session from 12:00 PM - 1:00 PM on the dates below:

<https://unc.zoom.us/j/97349280940>

- **September 5**
- **September 20**
- **October 5**
- **January 19**
- **February 5**
- **February 20**

News

Recent IPEP Events

Health Professions Orientation

On Thursday, August 17th, we welcomed over 400 incoming health professions students to UNC at our new Health Professions Orientation in the Genome Sciences Building! After orientation, students had the opportunity to meet new friends at the Ackland Art Museum during the "Collaboration is a work of ART" event. Exploring healthcare through art helped attendees cultivate their capacity to ask questions and to see and think differently, making them better, more engaged advocates for their patients and team members.



Meet Your Neighbors: BME/Business Extension

On Thursday, September 21st, students from the Department of Biomedical Engineering, Kenan-Flagler Business School, and the health professions discovered how interprofessional collaboration can advance innovations in healthcare treatment and toured the BME design labs in the Mary Ellen Jones Building!



Let's Grow Together: IPE Book Club

Various health professional students read *Peak: Secrets from the New Science of Expertise* by Anders Ericsson and Robert Pool over the summer. At this event, on Friday, September 22nd and Monday, September 26th, students centered their discussions of the reading around the growth mindset. This event provided students the opportunity to: (1) be a part of an interdisciplinary peer network by meeting students outside of their home department and (2) develop skills for a growth mindset - a way of thinking and behaving, such as sharing information, collaborating, innovating, seeking feedback, or admitting errors, that drives motivation and achievement (Harvard Business Review).



SNEAK PEEK!

The IPEP core activity, Can You Hear Me Now, is getting an upgrade! Producer Robb Kehoe, from the SOM Instructional Media IT Department, can be seen here filming faculty members April Parker (School of Social Work) and Tommy Koonce (School of Medicine) demonstrating the Stop-Talk-Roll framework.

Rural Interprofessional Longitudinal Scholars (RIPLS)

RIPLS is an inter-institutional interprofessional cohort of students from UNC-CH and UNC Wilmington. Scholars from both institutions come together for monthly seminars and partner with a rural community to advance health using an interprofessional lens.

First group trip: Pender County

This summer, the Rural Interprofessional Longitudinal Scholars (RIPLS) participated in two immersion trips. For the first trip, scholars visited three locations of Black River Health Services, a community-owned clinic that offers accessible and reasonably-priced healthcare to residents of Pender County and the surrounding areas. Jackie Calderon, who works for the South East Health Education Center, gave scholars a tour of the primary healthcare locations: Black River Family Practice, Black River Health Center, and the Maple Hill Pharmacy and Medical Center (all pictured). These are the three main locations that residents frequent for healthcare services. Scholars were able to learn more about the services provided, such as healthcare screening, acute care, and more. In addition, the scholars had the opportunity to go to the Blueberry Festival, a celebration highlighting the economic and cultural importance of blueberries in the southeastern region of Burgaw, North Carolina.



Second group trip: Chatham County

During the second immersion trip, RIPLS had the unique opportunity to tour UNC Health's Chatham Hospital in Siler City, North Carolina. Thanks to Rachel Brewer, RN, students were given a behind-the-scenes tour of the hospital. Scholars had the opportunity to interact with the primary doctors and learn more about their backgrounds and motivations for working in rural communities. After scholars traveled back to Chapel Hill, they toured UNC's very own hospital where they saw the children and cancer units. Scholars were able to see how UNC Hospital cares for thousands of patients. In addition, a few scholars gave the group tours of their respective program buildings, such as the Adams School of Dentistry, and the School of Medicine (Occupational Therapy). To highlight UNC's men basketball program, scholars visited the Carolina Basketball Museum. To end the trip, scholars reflected on the similarities and differences between Pender County and Chatham County.








Interprofessional Education and Practice Distinguished Scholars Program

Interprofessional Education occurs when students from two or more professions learn with, from, and about each other to enable effective collaboration and improve health outcomes.

-World Health Organization (WHO, 2010)

The Interprofessional Education and Practice Distinguished Scholars Program (IPEP DS) recognizes students who exhibit excellence in the pursuit of interprofessional education and practice. The IPEP DS Program challenges participants to cooperate, coordinate, and collaborate to transform the future of health and human services.

Perks of completion of the IPEP Distinguished Scholars Program include:

-  Notation of distinction on your official UNC-CH transcript.
-  Unique gold, white, and carolina blue woven graduation cord.
-  Awarded an IPEP DS Linked-In badge
-  Opportunities for skills training in leadership, conflict management, and teamwork.
-  Support from an expansive network of students, faculty, and staff dedicated to IPEP.

Opportunity available to professional students in following schools:



Program Components

Longitudinal Commitment	Committee Membership	Event Attendance	Immersion Experience	Reflection
<p>Demonstrate a commitment to IPEP for at least two semesters.</p> <p>The student will submit a commitment to actively participate in the IPEP DS program for at least two semesters by completing a 1-2 paragraph response on their interest in IPE</p>	<p>Serve as a member in a group that promotes IPEP initiatives.</p> <p>The student must attend at least 70% of the meetings (not including excused absences) for at least two semesters. A list of approved committees is available on the IPEP DS Canvas Portal.</p>	<p>Attend at least three extracurricular IPE events.</p> <p>Each student is required to attend at least three pre-approved IPEP DS events. These events cannot be events required as part of the student's curriculum. All approved events will be posted to the Canvas site and shared with students</p>	<p>Participate in at least one IPEP immersion experience.</p> <p>Examples: elective, case competition, research, service-learning, conference, retreat.</p> <p>For experiences not hosted by the OIPEP, contact unc_ipe@unc.edu to ask if the experience will qualify.</p>	<p>Submit a written reflection upon program completion.</p> <p>Students will address a prompt and reflect on how the knowledge, skills, and attitudes gained during the program have enhanced their understanding of other professions and increased their ability to practice collaboratively.</p>

Any event or experience that is required as part of the student's curriculum cannot be submitted for this distinction. The events and experiences for this distinction must be "above and beyond" their school's curricular requirements.

Interested? Scan the QR code to the right

To learn more, visit <https://ipep.unc.edu/students/ipep-distinguished-scholars-program/>



IPEP Partner Feature: UNC Kenan-Flagler Business School



“
At Kenan-Flagler we are grateful to participate in IPEP, as it provides a unique place for students to gather, to build skills, and to celebrate the power of working together. Through IPEP, our students see that every role is vital and successful collaboration is required to deliver excellent healthcare.”

Bradley R. Staats

Senior Associate Dean of Strategy and Academics
Faculty Director, Center for the Business of Health
Ellison Distinguished Professor of Operations
Kenan-Flagler Business School, University of North Carolina

UNC Center for Business of Health

The [CBOH](#) was established as a multidisciplinary initiative seeking to bring together expertise from across UNC to create knowledge and prepare business leaders. The interdisciplinary vision of the CBOH is to bridge the gap between disciplines through enhancing the academic experience. The CBOH continues to build innovative resources, courses, programs, & research opportunities for faculty, staff, & students.

OPPORTUNITIES FOR STUDENTS

MBA Concentration In Healthcare

For those with experience in healthcare, a life sciences degree, or a passion for healthcare. Expands entrepreneurial and strategic leadership opportunities. Course options are available in many topics including: Global Healthcare, Healthcare Analytics, Healthcare marketing, etc.

[Link to More Information](#)

Star Program

An action-based learning opportunity designed to address real-world business challenges. Student teams are guided by experienced faculty advisors and engage in a dynamic consulting relationship for a real corporate partner.

[Link to More Information](#)

MBA Global Immersion Electives (GIE)

Intensive study abroad programs led by UNC Kenan-Flagler faculty. GIE now has a healthcare-specific elective. Kenan-Flagler faculty will travel with a group of students to China & Japan, with a focus on exploring the healthcare systems within each of these countries.

[Link to More Information](#)

Kenan Scholars Program

Premier research opportunity for MBA and dual-degree students. Can gain real-world research experience through a year-long apprenticeship and earn course credit while working with faculty researchers. Opportunity for students to develop a healthcare-focused project.

[Link to More Information](#)

MBA Healthcare Club

Serves to give Kenan-Flagler students access to the school's resources to help them pursue a career in healthcare. Helps with networking, leadership opportunities, education, job-finding skills, and securing internships, all within the healthcare industry.

[Link to More Information](#)

Dual Degree Programs

Students can pursue a healthcare focused dual degree program which enables you to earn two degrees in less time than pursuing them individually.

MBA/PharmD with the UNC Eshelman School of Pharmacy

MBA/MHA and MBA/MSPH with the UNC Gillings School of Global Public Health

MD/MBA with the UNC School of Medicine

MBA/DDS with the UNC Adams School of Dentistry

[Link to More Information](#)

CBOH Contact Info:

cboh@unc.edu

<https://www.linkedin.com/company/56406888>

<https://www.instagram.com/unccboh/>

Meet the KFBS IPEP Director!

Susanne Killian, PhD

IPEP Director, KFBS

Associate Director, Student Engagement, UNC Center
for the Business of Health



At the Center for the Business of Health, our vision is to employ the UNC interdisciplinary community resources to improve health and well-being in the state of North Carolina and beyond. My primary role within the center is student and partner engagement, so when the opportunity to become an IPEP Director materialized, I saw it as the perfect complement to my existing work and the vision of the CBOH.

IPEP's tagline, **Better Together**, is central to my vision of bridging the gap between our MBA and undergraduate business students and the wider UNC healthcare/life science community. It is imperative for business leaders to understand the perspectives of the researchers, practitioners, and patients who are impacted by their decision making. Therefore, I have jumped right in and have become a member of the IPEP Value Based Care Course Development Committee and the IPEP Innovators Committee to support interdisciplinary teaching and learning inclusive of the business perspective.

Additionally, it has been wonderful collaborating with other IPEP Directors such as Devin Hubbard from the Biomedical Engineering department. We are in our second year of offering an exciting joint Meet Your Neighbors activity that brings together Kenan-Flagler Business School students and students from across campus to tour the BME labs and work collaboratively to provide expert feedback on actual student medical device projects. It is a joy to see students from very diverse programs working together to gain multiple perspectives supporting tangible outcomes. It has also led to the development of an immersive consulting project for BME and business students, extending the collaborative process for student learning.

To further encourage students to work across disciplines, I have developed a CBOH/KFBS Interdisciplinary Healthcare Committee that will be headed this year by one of our KFBS Distinguished Scholars and that will serve to promote IPEP activities and the Distinguished Scholars program to the business student community. We will again welcome the IPEP team to present at our annual UNC CBOH Healthcare Bootcamp and encourage our business student involvement in IPEP.

Being an IPEP Director has not only benefitted my students, but me personally. It has brought an added excitement to my role and has encouraged me to reach beyond my department to become a member of a greater community of healthcare-focused professionals at UNC. We really are Better Together.



Faculty Feature

Jon Easter, R.Ph.

Associate Faculty Director,
UNC Center for the Business of
Health (CBOH)

Q: Tell us a little bit about yourself!

A: I am a pharmacist by training and went to school at the University of Georgia and was interested in alternative career paths while I was in school. As such, I pursued an industry track. Not too long after I graduated, I got a position with GlaxoSmithKline and spent 20 years in the industry. That really opened my eyes to so many things that are possible within pharmacy, so I was able to do several different jobs at GlaxoSmithKline. I really developed a passion for Health Policy and Government Relations, so I spent a lot of my career in that space. That eventually led me back to UNC to get involved in teaching and practice advancement, and obviously, the business of healthcare.

Q: What does the Center of Business of Healthcare (CBOH) mean to you?

A: CBOH (Center for Business of Healthcare) is a really important component of health care and UNC. Really the mission and the goal of CBOH is to represent a place where all health sciences and all different healthcare disciplines can come together and work on common problems. That's the most important part to me, because what we see in healthcare is the opposite. We see healthcare that's fragmented, and we don't see specialists talking to primary care and primary care talking to pharmacy. Everyone has good intentions, but we have a system that's set up to be in silos. So, the whole goal of CBOH is saying: "Hey, we should bring a center together that would welcome all disciplines in to share ideas, thoughts, and ways to collaborate." So that, hopefully, that research and that education, or what we can do there, can then spill out into the broader healthcare area, and ultimately make healthcare into a better and more coordinated/connected system.

Q: What is your role in the CBOH?

A: My role officially is an associate faculty director. The way CBOH sets it up, they will recruit an associate faculty director from different schools across campus. So, there's an associate faculty director in the School of Nursing, one for Gillings School of Public Health, and then I represent the associate faculty director for pharmacy. I participate in their monthly team meetings, in the board meetings, and in various educational events that they will host and help to participate in that.

Q: How did you get involved with the CBOH?

A: I've been at UNC for seven and a half years now. When I first joined UNC after I left GSK, we were involved in a project called the Good Practice Advancement Project, which looked at working with primary care physicians and improving healthcare. CBOH and Kenan-Flagler did a healthcare conference, and they invited me to come speak about our healthcare project because it was applicable to interdisciplinary care. That was my first exposure - when they invited me to come to that meeting to talk about what we're doing. They invited me to another meeting the next year, so I just got to know them. I think the key point here is that, when you're interested in something and you're curious, building relationships is such an important thing to do to get to know people and get to know their story. If really pursue those outside interests, at a minimum you'll meet some really cool people. It may even lead to opportunities that you would have never even thought about once you start to get to know people and build those relationships.

Q: What has/have been your most meaningful CBOH Experience(s)?

A: The first one that comes to mind is this project in development called an Interdisciplinary Certificate. We're working with the School of Public Health, School of Pharmacy, and Kenan Flagler to offer a business of healthcare certificate for students who might not want to pursue an MBA but are interested in the business of healthcare. Similarly, if you're in the business school, and you're interested in the pharmaceutical industry and want to learn more about how the industry works and about pharmacy. The same with Gillings students, they might be interested in pharmacy or the pharmaceutical industry and they want to learn more about pharmacy plus business. There's a nice interconnectivity between the three schools, and what we're trying to do is build a certificate that will be available for students interested in that connectedness. The second thing I would mention is just working with the CBOH and its board of directors, these are industry leaders, from all over. Health plans, large health systems, and technology companies come together to guide CBOH strategy. Just to sit in on those board meetings and listen to these healthcare leaders talk about what's keeping them up at night and what they would like to see as improvements to the educational process has been really fascinating.

Q: How has the CBOH impacted your experience and work at UNC?

A: It has impacted my work quite a bit as I learn more about CBOH and interdisciplinary education. At the same time, I've been working with a professor at the Eshelman School of Pharmacy, Dr. Steven Eckel. He has a lot of interest and vision in the business of healthcare as well. I'm working with him on a few initiatives that we might be able to further develop in the school. Launching a seminar course that will go each semester, and we'll feature industry leaders and others who can talk about pharmacy in the business of healthcare. Then we're trying to figure out how we connect that to CBOH and create a nice area for students to gain various exposures. My goal now is, how do I start to connect the dots between those two so that our students can grow within the school and learn more about business but then also get partnership opportunities?

Q: How has the CBOH and IPE helped shape your career in healthcare?

A: What it has shown me is that there is a real, very important connection between pharmacy, nursing and medicine in the educational process. We need to do a better job and be more intentional about having student integration because the work that I'm doing now and in the future are more around healthcare demonstration projects, where we're looking at physicians and pharmacists working in more integrated models. We're testing putting pharmacists in managed care clinics and telehealth, and we're testing bringing nurse practitioners into pharmacies. How can we facilitate that in the educational system and then go test new models that can help improve not only our profession but improve patient care? That's really where it's going in the future for me - trying to test these new interdisciplinary models and then figuring out how it works from education to practice.

Q: What challenges with the Business of Healthcare (BOHC) and its practices are most prevalent in healthcare and education?

A: I think the one challenge in education is syncing up courses and coursework between the schools. We need to think creatively about working around that. In practice, the challenges are often practicing physicians, nurses, and others if they don't understand or haven't trained with pharmacists before. A lot of physicians and nurses don't appreciate the full value of a clinically trained pharmacist and what it's like to work on a care team and that is a challenge. But if you look at physicians who do work with pharmacists on the care team, what they'll often tell you, is I can't live without my pharmacist on the care team. We need to move more towards education of providers and promote the providers who understand how important it is to have a pharmacist on the care team so that we can continue to grow that in training and education, then ultimately in practice.

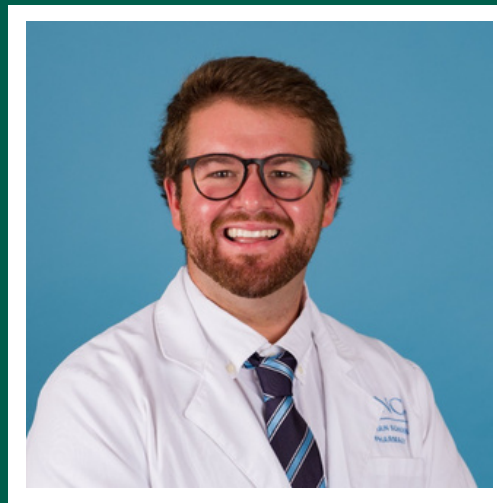
Q: What advice do you have for students looking to get involved in BOHC and interprofessional education?

A: Firstly, being curious about it and wanting to learn more is the first step. As the PharmD, MBA, dual faculty advisor, that's what I do. A fair amount, I meet with students who are interested in the business track when they're not sure what to do with it, but they're interested in the business of healthcare. So, I think the first step is to engage with the faculty member at your school who's interested or working in that space to get you connected. The next step is then to see where there are programs or classes that you might be able to pursue. You can go all the way into a dual program, join the Bizzell lecture series, or things in the middle where you engage with Kenan Flagler or others around these career network opportunities. Being intentional and learning about where things are happening is the start to meeting people, professors, and advisors to help point you in the right direction to get you started.

Student Feature

Matthew Krall

MBA/PharmD student



Matt Krall is pursuing a dual degree in PharmD/MBA at UNC Eshelman School of Pharmacy and UNC Kenan-Flagler School of Business. Currently, he is in his third year of Pharmacy School and second year of Business School. Matt aspires to find a career in the pharmaceutical industry focusing on the commercialization and brand planning process of medications about to enter the market. His professional experience includes a notable MBA Marketing Internship in Cardiovascular New Product Planning at Eli Lilly and Company during the summer of 2023, as well as a previous internship at AmerisourceBergen/Xcenda as a commercial consulting intern. Beyond his academic and professional endeavors, Matt enjoys engaging in various outdoor activities such as golfing, fishing, and surfing. Additionally, he cherishes quality time spent with his family, friends, and longhaired miniature dachshund.

Q: Tell us a little about yourself!!

A: I'm currently a dual degree PharmD/MBA student. I was born and raised on the coast of Maryland where I grew up surfing, fishing, and spending a lot of time in the water. I went to a small school for undergrad, Salisbury University, where I was a biochemistry major. I've always been a very scientific and data driven person, but after undergrad though I really had no idea what to do with my life. I ended up talking to multiple members of my family – I come from an long line of eight or so pharmacists – I realized that pharmacy was definitely for me. I went into pharmacy school knowing I wanted to pursue something nontraditional, so the MBA program stood out to me as a way to gain the business acumen and the skills necessary to pursue a career in the pharmaceutical industry.

My reason “why” sets up what I hope to do with my career: all throughout high school and undergrad I suffered from horrible migraines, averaging around 20 to 30 migraine days a month. Those migraines would impact my ability to drive, to take exams, and were a huge burden on my life. I was fortunate enough to get prescribed Emgality for migraine prevention, which drastically changed my life. My migraines went down to almost 100%, maybe one or two a month. It gave me back the freedom to not worry about driving or taking exams. I realized I wanted to be able to do that and provide that life changing benefit to as many people as



possible. I do love direct patient care in a clinical setting, but I realized that I was impacting 5 to 10, maybe 20 patients a day on good days. While that is amazing, I wanted to do more. I wanted to reach more and I wanted to have a larger impact. That's what pushed me into the pharmaceutical industry and push me to pursue this dual degree education. Hopefully I'll be able to find a career at the intersection of both my educations, but my current career interests are in Payer and Healthcare Organization Marketing. Essentially Helping payers and hospital formularies understand the value and economic cost offsets these medications can provide. Hopefully one day this will lead to better access so amore patients can get these life changing medications.

Q: Why did you choose to attend UNC for both your MBA and PharmD?

A: I was a lacrosse player throughout high school and was fortunate to play on a travel team as well. Every summer we would travel to UNC for a tournament where we'd have the opportunity to be coached by the UNC coaching staff while playing other travel teams from across the country. I loved the area – the college, the environment, how it's such a huge university but it doesn't feel like it when you're walking around. There's a lot of nature and it's not like you're in a massive city. It really feels like a big school in a small town. So I knew I liked the area and after investigating pharmacy schools I soon realized that UNC Eshelman School of Pharmacy was ranked #1 in the nation. Obviously a ranking like that carries some weight, but I think what really drove it home for me was the faculty and the staff at UNC School of Pharmacy and then once deciding on MBA, Kenan-Flagler School of Business. They're world-class educators. They're people that are in the top of their field, the best in their profession and specialty, and they're coming in and educating me every day. I think if you learn from the best, you can be the best, and I see that every day whenever I'm in school. I realized that would be really hard to find anywhere else besides UNC. One additional thing that really drove home the decision to obtain my MBA was that Kenan-Flagler offers many established relationships with large pharmaceutical companies and in a way it is kind of like a pipeline into a career in the pharmaceutical industry. Being in RTP and a top 25 business school meant they have the ability to connect me to the pathways that lead to the industry. Kenan-Flagler makes it very feasible to find opportunities for amazing careers without adding any additional complexity. Plus I've loved my time I've spent here at UNC – it's school, but it has also become home.

Q: When and how did you first get involved with IPEP?

A: During my very first rotation at Duke in an in-patient rotation, I quickly realized how important respect and trust are in the medical profession. During my first rotations, I was working with a very diverse cross functional team including students for each of the respective fields. Understanding their thoughts and recommendations was critical to provide the best patient care. I wanted to get more involved so I looked into IPEP and I realized this was somewhere that I could use my pharmacy knowledge to really make an impact across all healthcare professions and once I was in business school I realized I could be a liaison between Kenan-Flagler and the rest of the health sciences. Sometimes the business school is kind of out on its own. As opposed to other health sciences schools, Kenan-Flagler offers many concentrations including real estate, sustainability, and finance, so while all of those are important for the US healthcare system there isn't 100% dedication to health sciences. For the MBA students that were interested in healthcare, I wanted to be an advocate for them and the business school. At the end of the day, almost anything can be framed into the context of the business world and understanding the business of healthcare really completes the full picture for students. Upon starting my MBA program I was fortunate enough to become a liaison for the Kenan-Flagler healthcare club and IPEP. In that role I help plan a lot of events for the schools and help be an advocate for both Kenan-Flagler, ESOP, and IPEP. I think what really struck home for me was whenever I was able to put certain complex health concerns into the context of how it would impact the businesses, ecosystem, economy, and communities in addition to the healthcare system. Opening the understanding beyond the scope of the hospital was a rewarding process and I think for some health students it really helped them to understand what a PharmD/MBA can offer outside of being the drug expert. Teamwork, collaboration, and the ability to work with a very diverse, cross-functional team is important no matter what role you end up in.

Q: How has IPEP impacted your experience at UNC?

A: One thing IPEP has really taught me and that I hope to continue learning is the ability to listen, respect, and trust the people you are working with. That boils down to teamwork and cross-functional mentality. Understanding that everyone brings unique skills and knowledge to the table, but what is the best way to combine those in order to deliver the best results? That question can be applied to a clinical patient care setting or a business of healthcare setting. None of that works if you can't understand, trust, and listen to the people you work with.



Q: What is a fun fact other UNC students might not know about you?

A: Prior to pharmacy school, I spent the summers between undergrad as a bartender in my hometown of Ocean City, Maryland. Funny enough but at its core, bartending is kind of like pharmacy compounding, essentially mixing a bunch of ingredients together to make a product, so subconsciously, maybe my bartending led me to pharmacy? Maybe that's a stretch. But I think bartending taught me how to listen better than most class or leadership opportunities have. Everyday there would be a new customer with a different background, different life experiences, and different perspectives than myself. Listening to those customers allowed me to do a better job, but also trained me to approach every interaction in a neutral and respectful manner, plus people love to talk to their bartenders..

Q: How do you think IPEP will impact your academic and professional future and/or goals?

A: This past summer, I was an MBA marketing intern at Eli Lilly and Company. My role was focused in Cardiovascular New Product Planning. New Product Planning is way upstream in the marketing cycle and truly the first time a marketer "touches" an asset. It involves much more of the scientific side of marketing compared to a downstream role closer to product launch. My project involved working with an asset that was many years away from being launched. The team I worked with consisted of Medical Doctors doing the early phase trials, device engineers, regulatory and compliance individuals, pricing, reimbursement, and market access individuals, and finance individuals among many more talented people. All of these people have very diverse backgrounds with advanced educations and vast career experience. I realized early on that I has to make the most of my meetings with these individuals and really tap into their knowledge and expertise in order to compete my project accurately, that's where IPEP came in. My experience in IPEP allowed me to anticipate what questions I needed to ask each of those team members and how to phrase them in the correct way. I had to be able to show respect, interest, and engagement while attempting to extract valuable information. IPEP prepared me for that task and I think that preparation allowed me to come up to speed faster and be more agile during my summer internship.

Q: What advice would you give to other IPEP students or prospective IPEP students?

A: Two pieces of advice:

1 – Just try it. You never know if you're going to succeed or fail at a task unless you try it. Don't doubt yourself. If you think you would be good at something, if there is an opportunity, try it, because you never know what doors will open or what skills you will learn. Trust yourself, trust your abilities and know that everybody around you at UNC is highly intelligent, they are going to be there to help and support you. Just take that leap and try it.

2 – Listen to your colleagues and the people on your team. 75% of human learning comes from active listening. Just listen to the conversations around you; listen to what attendings, people on your team, and your mentors are telling you, because you never know what you're going to learn. Really understand what everyone has to offer and listen to their suggestions, and that will only benefit you in the future.



Q: Is there anything else that you would like to share or last thoughts you would like to leave everyone with?

A: Obviously the way we are taught to stay up to date with our respective fields is to read the primary literature and listen to professors and mentors, but one thing I've tried to do recently is read external sources. Listen to podcasts about pharmacy or the pharmaceutical industry, read the Wall Street Journal, Fierce Pharma, etc. You can learn so much about why decisions are made in the healthcare industry based on what's going on in the economy at the moment – what the costs are of certain things and how the supply chain disruptions are impact drug shortages. So one thing I want to leave people with is to always be curious and look for new ideas; look for out-of-the-box-thinking patterns or resources you wouldn't have normally looked at prior to starting your education. It could help you learn something about a different field that could directly relate to your current situation. So being curious and trying to find different things is always a good idea.

Tips for IPE

Getting Started With Interprofessional Patient Simulation

[Click here to see the full article from healthysimulation.com](https://healthysimulation.com)

One method commonly used during simulation scenarios is to have a learner “play the role” of another profession. While this may *appear to* capture different professional roles, learners at any level of experience may find role portrayal of another profession difficult, and often rely on stereotypes to overcome the knowledge deficit. Attempts to mitigate this problem require so much faculty time and effort to script participant roles that IPE scenarios ultimately lack true and spontaneous problem solving, teamwork, or communication.



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Elizabeth Kwong
Health Informatics
Class of 2025



Taryn Vasquez
Pharmacy
Class of 2025



Kat Downing
Nursing (BSN)
Class of 2024



Sabrina Rousselot
Public Health
Class of 2024



Dani Anastasovites
Pharmacy
Class of 2025

OIPEP Support:

Sarah Liebkemann (Dental Hygiene)
Director of Communications for the OIPEP
Cassidy Englund, Class of 2024
Communications Assistant, OIPEP

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