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The Physician's Comprehensive Guide to Negotiating Steven Babitsky, James J. Mangraviti, Jr., 2007-01-01 The Doctor's Ultimate Guide to Contracts and Negotiations Bonnie Simpson Mason, MD,2020-05-06 The Doctor's Ultimate Guide to Contracts and Negotiations is a must have manual for new and practicing doctors that fills the information gap left by medical education and training on preparing current and future doctors to successfully navigate transitioning into their first or next practice. This critical 300 page guide to understanding contracts which is the most important document in a doctor s professional and personal life will enable doctors to Become empowered by over 60 Power Moves for Doctors during Contract Negotiations Recognize the Top 10 Contract Mistakes Physicians Make Understand the Top 5 Most Important Contract Terms Hint Salary is NOT one of them Develop a plan of attack when reading any contract using the RISC Analysis TM Build Confidence with 6 Easy Yet Critical Negotiation Prep Steps And Much More including an accompanying Personal Power Moves Workbook with Customizable Blueprints Worksheets and ChecklistsAlleviate stress anxiety and fear precipitated by analyzing negotiating contracts With over 18 years of experience as physician educator entrepreneur and coach Dr Bonnie Simpson Mason a retired orthopaedic surgeon has written The Doctor's Ultimate Guide to Contracts and Negotiations because she believes with the right information tools and resources every doctor can employ an informed decision making process when facing critical contract and negotiation decisions If you are a doctor or if you know a doctor this book is the single best gift one could ever give A Guide to Managed Care Medicine William N. Tindall, 2000 Provides physicians administrators and other health professionals with information on managed care from its history forms and practices to detailed information on managed care contracting physician compensation monitoring reporting management risk productivity and accountability Annotati The Physician Employment Contract Handbook Maria K. Todd, 2011-02-28 This book provides sample physician employment contracts and explains how each contract works It is helpful for physicians and administrators who wish to prepare themselves for the contract and employment decisions that lie ahead of them A Guide to Forming Physician-directed Managed Care Networks James J. Unland, 1995 Designed for physicians who are interested in exploring the formation of physician directed managed care networks this indispensable resource provides answers to questions about size scope incorporation marketing staffing and more This easy to read comprehensive text includes charts graphs and a resource list of capital funding programs **Effective Patient Education:** A Guide to Increased Adherence Donna Falvo, 2010-02-26 This title is Print on Demand Please note orders can take 4 6 weeks to fulfill Written by a nursing expert and former Chair of patient education for the Society of Teachers of Family Medicine Effective Patient Education A Guide to Increased Adherence Fourth Edition gives clinicians the tools they need to become effective patient educators Using a patient centered approach this essential text provides specific strategies for communicating in a way that motivates patients to take action Crucial to this approach is an understanding of the patient as

a partner in the patient education process The text uncovers patient concerns and challenges that may interfere with patient adherence to recommendations enabling clinicians to gain insight into their patients and devise communication strategies that can empower patients to overcome obstacles In addition this completely revised and updated edition explores the challenges that clinicians may face in conducting patient education Using case examples to illustrate key points this text moves beyond theory to offer practical application principles for the real world Featuring a clinical approach in examining established patient education theories Effective Patient Education A Guide to Increased Adherence Fourth Edition is an invaluable guide for nursing students and professionals The Fourth Edition includes chapters on Enhancing patient motivationBuilding an effective patient education teamPatient centered teaching modelInstructional aids including internet and web based resources 2011 496 pages Transforming Healthcare Through Negotiation Stacey B. Lee, 2025-09-16 Every day healthcare professionals face high stakes negotiations that directly impact patient outcomes organizational success and career advancement Transforming Healthcare Through Negotiation introduces the HEAR ApproachTM a proven system developed specifically for healthcare s unique challenges across clinical care service delivery and business operations This practical guide equips physicians administrators and healthcare leaders with immediately applicable strategies to transform potential conflicts into collaborative solutions that advance patient care while balancing competing priorities Inside discover A Relational Mindset that builds trust across professional boundaries Field tested negotiation strategies tailored to healthcare s distinct environments Tactical approaches for maintaining momentum in time sensitive situations Ready to use tools including the Negotiation Planner and Trilingual Planner Transforming Healthcare Through Negotiation is an essential read for healthcare leaders Stacey Lee s HEAR ApproachTM masterfully provides a structured relational approach that balances clinical operational and financial priorities Regina Herzlinger PhD Brian Walker DrPH Ben Creo MDiv Harvard Business School The HEAR ApproachTM has improved healthcare and will make you better aligned beautifully with principles of optimal clinical practice James K Stoller MD MS Chair of the Education Institute Cleveland Clinic The Physician Employment Contract Handbook, Second Edition: Maria K. Todd, 2011-06-30 No matter which way you look at it whether you own your own practice become a part of a large physician group or become an employee of a hospital you will be signing an employment contract of some sort Revised and updated The Physician Employment Contract Handbook Second Edition A Guide to Structuring Equitable Arrangements provides sample physician employment contracts and explains how each contract works The new edition includes increased information on the latest managed care entities and a review of basic concepts in fraud and abuse corporate practice of medicine and antitrust concerns The author discusses the various legal and compliance issues related to physician employment such as anti self referral and anti kickback issues and examines how to resolve disputes through arbitration or mediation The author also outlines the pros and cons of various partnership arrangements After you have finished this book you will be able to ask meaningful questions of legal and accounting counsel

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alignment strategies that will enable physicians and management to work together to achieve the goals of population health and reduced operating costs Healthcare executives and administrators physician executives and board leaders can use this book as a guide to learn from organizations that have successfully integrated and aligned with their medical staffs into a collaborative environment Examples of organizations with medical staffs that have made a complete commitment to the success of their enterprises and the health of their communities are incorporated throughout the book Assistant: A Guide to Clinical Practice Ruth Ballweg, Darwin L. Brown, Daniel T. Vetrosky, Tamara S Ritsema, 2017-02-20 Entering its 6th edition Physician Assistant A Guide to Clinical Practice is the only text that covers all aspects of the physician assistant profession the PA curriculum and the PA s role in clinical practice It is designed as a highly visual and practical resource to be used across the spectrum of lifelong learning enabling students and practicing PAs to thrive in a rapidly changing health care system Teaches how to prepare for each core clinical rotation and common electives as well as how to work with atypical patient populations such as homeless patients and patients with disabilities A succinct bulleted writing style convenient tables practical case studies and clinical application questions throughout enable you to master key concepts and clinical applications Helps you master all the core competencies needed for certification or recertification Addresses all six Physician Assistant Competencies as well as providing guidance for the newly graduated PA entering practice Includes quick use resources such as objectives and key points sections for each chapter tip boxes with useful advice abundant tables and images and 134 updated case studies Features chapters for the 7 core clinical rotations and 5 common electives with key guidance on how to prepare effectively and what to expect Provides updated health policy information expanded information about international programs cultural competencies and pearls and pitfalls on working internationally as a PA Outlines the basic principles of Interprofessional Education an important new trend in medical education nationally New chapters cover Maximizing Your Education Future of the Profession Principles of PA Education Managing Stress and Burnout and many other topics Expert Consult eBook version included with purchase This enhanced eBook experience allows you to search all of the text figures images and references from the book on a variety of devices Building and Managing Effective Physician Organizations Under Capitation Douglas E. Goldstein, 1996 This resource offers you a unique Building Block system a proven effective tool used by organizations to survive and prosper in an era of different reimbursement schemes from discounted fee for service and primary care capitation to global capitation and percent of premium payment Ballweg's Physician Assistant: A Guide to Clinical Practice - E-Book Tamara S Ritsema, Darwin L. Brown, Daniel T. Vetrosky, 2021-04-17 Designed as a highly visual and practical resource to be used across the spectrum of lifelong learning Ballweg s Physician Assistant 7th Edition helps you master all the core competencies needed for physician assistant certification recertification and clinical practice It remains the only textbook that covers all aspects of the physician assistant profession the PA curriculum and the PA s role in clinical practice Ideal for both students and practicing PAs it

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