



Practice Management e-Course Overview

Specialty products are under increasing financial pressure in the current reimbursement environment. This course helps team members understand the management structure and economics of a physician practice that utilizes specialty products.

After completing this course, participants will be able to

- Explain the day-to-day responsibilities of the practice manager
- Discuss the practice manager's role in negotiating and maintaining contracts with various entities (e.g., MCOs, drug manufacturers, wholesalers, specialty pharmacies)
- Identify key challenges facing practice managers
 - Pay-for-performance programs
 - Claims denials
 - Declining reimbursement—particularly for specialty drugs
- Outline basic methods of assessing the financial health of a physician practice
- Discuss recent trends impacting practice managers
 - Increasing patient out-of-pocket costs for health services
 - Increasing utilization of electronic tools and technologies
 - e-Prescribing
 - Electronic medical record (EMR) systems
 - Electronic claims processing
 - Addressing the impacts of Medicaid and managed Medicaid on physician practices

For more information, please visit us online at www.pharmainstitute.com or call us at (919) 844-5650.