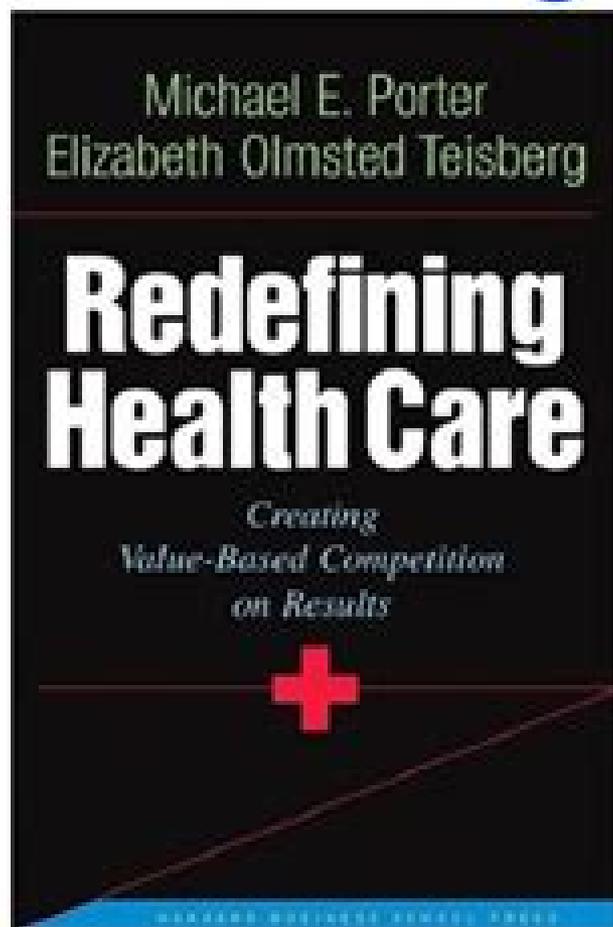


# Redefining Health Care: Creating Value-Based Competition on Results



Elizabeth Teisberg, Ph.D.

CIGNA

Philadelphia, PA  
*April 10, 2007*

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This presentation draws on *Redefining Health Care: Creating Value-Based Competition on Results*, Harvard Business School Press, 2006, co-authored with Michael E. Porter, and "How Physicians Can Change the Future of Health Care," *JAMA*, March 2007. Earlier publications about the work include the *Harvard Business Review* article "Redefining Competition in Health Care" and the associated *Harvard Business Review* Research Report "Fixing Competition in U.S. Health Care" (June 2004). No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means — electronic, mechanical, photocopying, recording, or otherwise — without the permission of Michael E. Porter and Elizabeth Olmsted Teisberg.

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# Redefining Health Care Creating Valuebased Competition On Results

**Stefan Larsson, Jennifer Clawson, Josh  
Kellar**



## **Redefining Health Care Creating Valuebased Competition On Results:**

**Redefining Health Care** Michael E. Porter, Elizabeth Olmsted Teisberg, 2006 The U S health care system is in crisis At stake are the quality of care for millions of Americans and the financial well being of individuals and employers squeezed by skyrocketing premiums not to mention the stability of state and federal government budgets In *Redefining Health Care* internationally renowned strategy expert Michael Porter and innovation expert Elizabeth Teisberg reveal the underlying and largely overlooked causes of the problem and provide a powerful prescription for change The authors argue that participants in the health care system have competed to shift costs accumulate bargaining power and restrict services rather than create value for patients This zero sum competition takes place at the wrong level among health plans networks and hospitals rather than where it matters most in the diagnosis treatment and prevention of specific health conditions *Redefining Health Care* lays out a breakthrough framework for redefining health care competition based on patient value With specific recommendations for hospitals doctors health plans employers and policy makers this book shows how to move to a positive sum competition that will unleash stunning improvements in quality and efficiency

*Redefining Health Care* Michael E. Porter, 2006 Health care in the United States and other nations is on a collision course with patient needs and economic reality Rising costs mounting quality problems and increasing numbers of citizens without health insurance are unacceptable and unsustainable In *Redefining Health Care* Michael E Porter and Elizabeth Olmstead Teisberg set forth a new vision of the health care system in which every actor is focused on improving value as measured by health outcomes per dollar expended The authors prescribe a powerful and actionable agenda for change Page 2 of cover

**Value-Based Healthcare in Oncology** Antonio Giulio de Belvis, Mariarosaria Savarese, Stefano Villa, 2023-10-11 *Healthcare Valuation, The Financial Appraisal of Enterprises, Assets, and Services* Robert James Cimasi, 2014-03-24 A timely look at the healthcare valuation process in an era of dynamic healthcare reform including theory methodology and professional standards In light of the dynamic nature of the healthcare industry sector the analysis supporting business valuation engagements for healthcare enterprises assets and services must address the expected economic conditions and events resulting from the four pillars of the healthcare industry Reimbursement Regulation Competition and Technology Healthcare Valuation presents specific attributes of each of these enterprises assets and services and how research needs and valuation processes differentiate depending on the subject of the appraisal the environment the property interest exists and the nature of the practices Includes theory methodology and professional standards as well as requisite research analytical and reporting functions in delivering healthcare valuation services Provides useful process tools such as worksheets and checklists relevant case studies plus a website that will include comprehensive glossaries and topical bibliographies Read *Healthcare Valuation* for a comprehensive treatise of valuation issues in the healthcare field including trends of compensation and reimbursement technology and intellectual property and newly emerging healthcare entities

*Healthcare Valuation: The four pillars of*

*healthcare value* Robert James Cimasi,2014 In light of the dynamic nature of the healthcare industry sector the analysis supporting business valuation engagements for healthcare enterprises assets and services must address the expected economic conditions and events resulting from the four pillars of the healthcare industry reimbursement regulation competition and technology This title presents specific attributes of each of these enterprises assets and services and how research needs and valuation processes differentiate depending on the subject of the appraisal the environment the property interest exists and the nature of the practices

*Strategic Thinking in a Hospital Setting* A. L. Hamdan,2017-03-21 Translating the realities of healthcare reform and healthcare costs into competitive hospital practice is the goal of this accessible jargon free guide Taking its cue from Michael Porter s highly regarded business strategies it offers a sound framework for hospitals looking to develop efficient patient centered service delivery identifying keys to clinical administrative and marketing success The book organizes business and clinical priorities where they intersect so that physicians throughout healthcare systems can understand their role in building and sustaining innovation and leverage their strengths and system resources toward meeting patient needs In addition chapters review eight core strategic tools describe possibilities for their implementation and provide in depth findings on Porter s methods as used in a diverse group of hospitals across Lebanon Included in the coverage Porter s strategies in health care cost leadership versus differentiation strategy Sources of competitive advantage How to prepare an organization for innovation Strategic framework in a hospital setting Application of Porter s strategies in Lebanese hospitals Correlation between type of strategy and performance A well designed blueprint for enhancing patient satisfaction and system cost effectiveness *Strategic Thinking in a Hospital Setting* is aimed at both frontline physicians in practice and those assuming administrative positions in healthcare facilities and in hospital settings in particular

*Accounting for Healthcare* Gillian Vesty,Miia Jansson,Tarek Rana,Kerryn Butler-Henderson,2024-04-24 In an era where digital transformation is revolutionising every sector the healthcare industry stands at a significant crossroad With Value Based Healthcare VBHC at the core of this transition the role of accountants is evolving dramatically This book brings these pieces together to guide accountants and interested readers through the changing landscape The book begins by demystifying VBHC and introducing the concept of digital health It examines how the digital transition is impacting accountants in the healthcare sector outlining their shifting roles from traditional data processors to strategic advisors The chapters delve into a broad range of topics including performance evaluation operational budgeting capital investment and the need for adaptability in dealing with technological advancements Alongside this it showcases how these changes are shaping the future of accounting in healthcare and the skills necessary to navigate these novel pathways Targeted primarily at accountants financial professionals in healthcare and health sector leaders this book also serves as an accessible guide for those new to the subject The readers will gain a comprehensive understanding of the intersection of healthcare accounting and digital technology appreciating the value that adept accountants can bring to the

VBHC journey The book comes complete with real world case studies illuminating the complexities and rewards of VBHC s digital transition Additionally it includes supplementary materials to further enrich understanding including a glossary of terms and online resources to explore the topics in depth

### **Strategic Management of Health Care Organizations**

Linda E. Swayne,W. Jack Duncan,Peter M. Ginter,2012-07-17 The 6th edition of this established text is streamlined to a more manageable format with the Appendices moved to the web site and a significant shortening of the main text There is a greater focus on the global analysis of industry and competition and analysis of the internal environment In consultation with feedback from their adopters the authors have concentrated on the fundamentals of strategy analysis and the underlying sources of profit This reflects waning interest among senior executives in the pursuit of short term shareholder value As ever students are provided with the guidance they need to strategic planning analysis of the health services environment internal and external and lessons on implementation with additional discussion of organizational capability deeper treatment of sustainability and corporate social responsibility and more coverage of the sources of organizational inertia and competency traps This edition is rich in new examples from real world health care organizations Chapters are brought to life by the Introductory Incidents Learning Objectives Perspectives Strategy Capsules useful chapter summaries and questions for class discussion All cases and examples have been updated or replaced In this edition the teaching materials and web supplements have been greatly enhanced with power point slides to give lecturers a unique resource

### *Quality Improvement and Patient Safety in Orthopaedic Surgery*

Julie Balch Samora,Kevin G. Shea,2022-09-08 This practical unique textbook provides a foundation for the essential elements of patient safety and quality improvement QI for orthopaedic trainees though the content covered will be of interest to veteran clinicians as well Currently there are few existing resources and didactics focused on this crucial yet often overlooked area of medical practice which makes this the first true textbook on the subject within the field of orthopaedic surgery Utilizing a user friendly approach including generous figures tables and bulleted key points the text presents comprehensive background information on QI principles models and patient safety More specifically it focuses on orthopaedic concerns such as biologics and implants registries checklists surgical site infection risk reduction use of evidence based medicine and care maps simulation to improve care and shifting from volume to value among others Related topics such as diversity and inclusion provider wellness strategies leadership strategies to develop an efficient and safe work culture and innovation are also presented Throughout the aim is to demonstrate that QI is a multidisciplinary goal that can only flourish in an environment of supportive accountability With contributions by leaders in the field *Quality Improvement and Patient Safety in Orthopaedic Surgery* provides trainees and surgeons in the field a valuable and pragmatic toolkit for successful and sustainable clinical practice

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### **The Conference Board Review**,2006 *Health Economics and Financing*

Thomas E. Getzen,Michael S. Kobernick,2022-01-13 The latest edition of the gold standard in the economics and financing of

health care In the newly revised Sixth Edition of Health Economics and Financing an expert team of authors delivers an authoritative discussion of key topics in the economic and finance issues relevant to health care From cost benefit and cost effectiveness analyses to the economic considerations driving the choices of physicians hospitals and pharmaceutical companies the book explores the influence of financial considerations both public and private that remain front of mind for modern health care decision makers

[The Patient Priority: Solve Health Care's Value Crisis by Measuring and Delivering Outcomes That Matter to Patients](#) Stefan Larsson, Jennifer Clawson, Josh Kellar, 2022-11-08 From the thought leaders at Boston Consulting Group come lessons on how leading health systems around the world are delivering patient centered value based care by focusing on the health outcomes that matter to patients To address the growing crises confronting the global health sector health systems need to deliver better health outcomes to patients for the money spent an approach known as value based health care Contrary to traditional approaches to health systems reform that emphasize cost containment value based health care shifts the focus to continuous improvement in the outcomes delivered to patients Systematically measuring tracking and improving health outcomes over time can have a transformative effect enabling health systems to deliver better patient outcomes and overall population health more consistently identify and disseminate best practice diagnoses and treatments more rapidly control total health care costs more effectively because unnecessary procedures are eliminated expensive complications occur less frequently and repeat treatments are avoided rebuild the trust and motivation of health professionals by aligning system performance goals with professional purpose The only way for the health care sector to sustainably contain costs and fulfill its mission is by putting the patient and the delivery of outcomes that matter to patients at the center of the industry s efforts and by aligning incentives around the continuous improvement of health outcomes in a cost effective manner Designed by thought leaders at Boston Consulting Group as a practical step by step guide for clinicians payers policymakers and other industry stakeholders The Patient Priority features powerful case studies of leading value based innovators both public and private as well as from both high and low income countries that are taking the concept of value based health care from theory to practice The book also presents a detailed road map for the comprehensive value based transformation of national health systems This book is an indispensable tool to launch a new era of patient centered innovation unlock value in health care and bring about step function improvements in productivity performance and population health

**The MD Anderson Manual of Medical Oncology, Fourth Edition** Hagop M. Kantarjian, 2022-04-15 Expert hands on guidance for the practicing oncologist from the leader in the field of cancer management completely updated to reflect the latest advances A Doody s Core Title for 2024 2023 Comprehensive and authoritative The MD Anderson Manual of Medical Oncology delivers everything you need to accurately diagnose and effectively treat a wide range of cancers including leukemia lymphoma myeloma lung and breast cancer genitourinary carcinoma melanoma and sarcoma This unmatched resource emphasizes practical actionable steps to cancer treatment providing to the point recommendations

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    **Fall 2007 Symposium on Advanced Issues in Dispute Resolution** ,2008

## Whispering the Strategies of Language: An Psychological Quest through **Redefining Health Care Creating Valuebased Competition On Results**

In a digitally-driven earth wherever monitors reign supreme and immediate connection drowns out the subtleties of language, the profound secrets and emotional nuances concealed within words often go unheard. However, located within the pages of **Redefining Health Care Creating Valuebased Competition On Results** a interesting literary value blinking with raw thoughts, lies a fantastic quest waiting to be undertaken. Composed by an experienced wordsmith, that enchanting opus encourages viewers on an introspective journey, gently unraveling the veiled truths and profound affect resonating within the cloth of every word. Within the mental depths of the touching evaluation, we shall embark upon a genuine exploration of the book is key themes, dissect its interesting writing design, and fail to the effective resonance it evokes serious within the recesses of readers hearts.

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### **Table of Contents Redefining Health Care Creating Valuebased Competition On Results**

1. Understanding the eBook Redefining Health Care Creating Valuebased Competition On Results
  - The Rise of Digital Reading Redefining Health Care Creating Valuebased Competition On Results
  - Advantages of eBooks Over Traditional Books
2. Identifying Redefining Health Care Creating Valuebased Competition On Results
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Redefining Health Care Creating Valuebased Competition On Results
  - User-Friendly Interface

4. Exploring eBook Recommendations from Redefining Health Care Creating Valuebased Competition On Results
  - Personalized Recommendations
  - Redefining Health Care Creating Valuebased Competition On Results User Reviews and Ratings
  - Redefining Health Care Creating Valuebased Competition On Results and Bestseller Lists
5. Accessing Redefining Health Care Creating Valuebased Competition On Results Free and Paid eBooks
  - Redefining Health Care Creating Valuebased Competition On Results Public Domain eBooks
  - Redefining Health Care Creating Valuebased Competition On Results eBook Subscription Services
  - Redefining Health Care Creating Valuebased Competition On Results Budget-Friendly Options
6. Navigating Redefining Health Care Creating Valuebased Competition On Results eBook Formats
  - ePub, PDF, MOBI, and More
  - Redefining Health Care Creating Valuebased Competition On Results Compatibility with Devices
  - Redefining Health Care Creating Valuebased Competition On Results Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Redefining Health Care Creating Valuebased Competition On Results
  - Highlighting and Note-Taking Redefining Health Care Creating Valuebased Competition On Results
  - Interactive Elements Redefining Health Care Creating Valuebased Competition On Results
8. Staying Engaged with Redefining Health Care Creating Valuebased Competition On Results
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Redefining Health Care Creating Valuebased Competition On Results
9. Balancing eBooks and Physical Books Redefining Health Care Creating Valuebased Competition On Results
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Redefining Health Care Creating Valuebased Competition On Results
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Redefining Health Care Creating Valuebased Competition On Results
  - Setting Reading Goals Redefining Health Care Creating Valuebased Competition On Results
  - Carving Out Dedicated Reading Time

12. Sourcing Reliable Information of Redefining Health Care Creating Valuebased Competition On Results
  - Fact-Checking eBook Content of Redefining Health Care Creating Valuebased Competition On Results
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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