

Essentials of Healthcare Marketing Plan



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Fundamentals of Physician Practice Management Frederick J. Wenzel,Jane M. Wenzel,2005 This text is designed to meet the needs of programs that offer a group practice or ambulatory care course as well as those that incorporate physician practice management issues into the regular curriculum Unlike other books on physician practice management this straightforward text provides enough detail for students to understand the fundamental concepts without getting mired in

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Healthcare Marketing Leigh Cellucci, Carla Wiggins, Tracy J. Farnsworth, 2013-11 Experienced healthcare marketers know that the traditional four Ps of business marketing product price placement and promotion don't always translate into the world of healthcare marketing In this practical guide the authors address the importance of a different set of Ps physicians patients payers public and the presence of politics for building a solid foundation in healthcare marketing The book focuses on the unique needs of marketing in healthcare applying general marketing theory and concepts where appropriate and tapping into the day to day experiences of working healthcare marketing professionals The four main parts of the book are introduced by comprehensive cases that will challenge readers to consider strategic marketing initiatives while teaching them the differences between marketing healthcare and marketing other products and services Each chapter includes an additional case study that addresses relevant healthcare marketing concepts through real world applications Topics addressed in this book include The history of healthcare marketing practices Physician patient and hospital interactions Alignment of strategic marketing efforts to the mission vision and values of an organization Ethics of healthcare marketing Stakeholders roles in healthcare marketing Conflict management techniques The basics of a healthcare marketing plan Instructor Resources A test bank PowerPoint slides answers to the end of chapter discussion questions and exercises and teaching notes on the case studies

The Well-managed Healthcare Organization John R. Griffith, 1999 This new edition includes extensively updated chapters on information systems performance measurement and quality improvement physician organization design clinical support services and nursing Not strictly hospital based the book emphasizes the importance of the continuum of care and includes a new chapter on prevention and non acute services This practical guide includes numerous graphs charts and figures BOOK JACKET

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