



# Training Course



## Value Management for Healthcare Organizations

### Description

Value Management for Healthcare Organizations helps leaders make smart decisions by balancing benefits, risks, and costs. Managing rising healthcare costs can feel overwhelming, but there are effective ways to tackle it without cutting benefits or shifting costs. This program gives healthcare leaders the tools and skills they need to confidently make decisions and guide their teams. Strong leadership and continuous development are key to navigating responsibilities and driving success in any organization

### Value Management objective

- Analyzing the environment and formulating strategies to capitalize on opportunities
- Managing hospital or medical departments effectively
- Gaining awareness of related strategy tools and risk management
- Deepening understanding of quality principles and management functions
- Staying updated on modern healthcare management and leadership practices
- Helping teams develop effective change management strategies
- Improving competitive positioning in the healthcare market

### Who can Attend?

This health manager course is ideal for:

- Healthcare Senior Managers
- MD Leaders
- Heads of Healthcare Departments
- Healthcare Strategic Planners
- Other Clinical Healthcare Professionals

## Value Management Course Outline

### Day 1: Value-Based Leadership

- The Principles of Value-Based Leadership
- Healthcare Leadership Pipeline
- Leadership Pipeline passages
- Value Management Office
- Value-Based Healthcare (VBHC)
- The 360-Degree Healthcare Leader

### Day 2: Physician Engagement

- Domains of physician engagement
- Leading clever people
- Proven strategies for engaging physicians
- Ten ways to boost physician engagement
- Barriers to physician engagement
- Steps to gain physician buy-in

### Day 3: Healthcare's Quality Improvement

- Essential rules of leadership
- Triple Aim Framework
- Deming Approach (PDCA)
- Juran Approach
- Crosby Approach
- Stages of Total Quality Management (TQM)

### Day 4: Seven Principles of Healthcare Value Management

- Focus on the patient
- Provide leadership to the organization
- Engage and involve people
- Use a process approach
- Encourage continuous improvement
- Make data-driven decisions
- Manage organizational relationships

### Day 5: Healthcare Leadership Effectiveness

- Critical competencies for healthcare executives
- Health cost containment strategies
- Healthcare market and health risks
- Employment challenges
- Lifestyle and chronic disease
- Cost shifting vs. cost management

