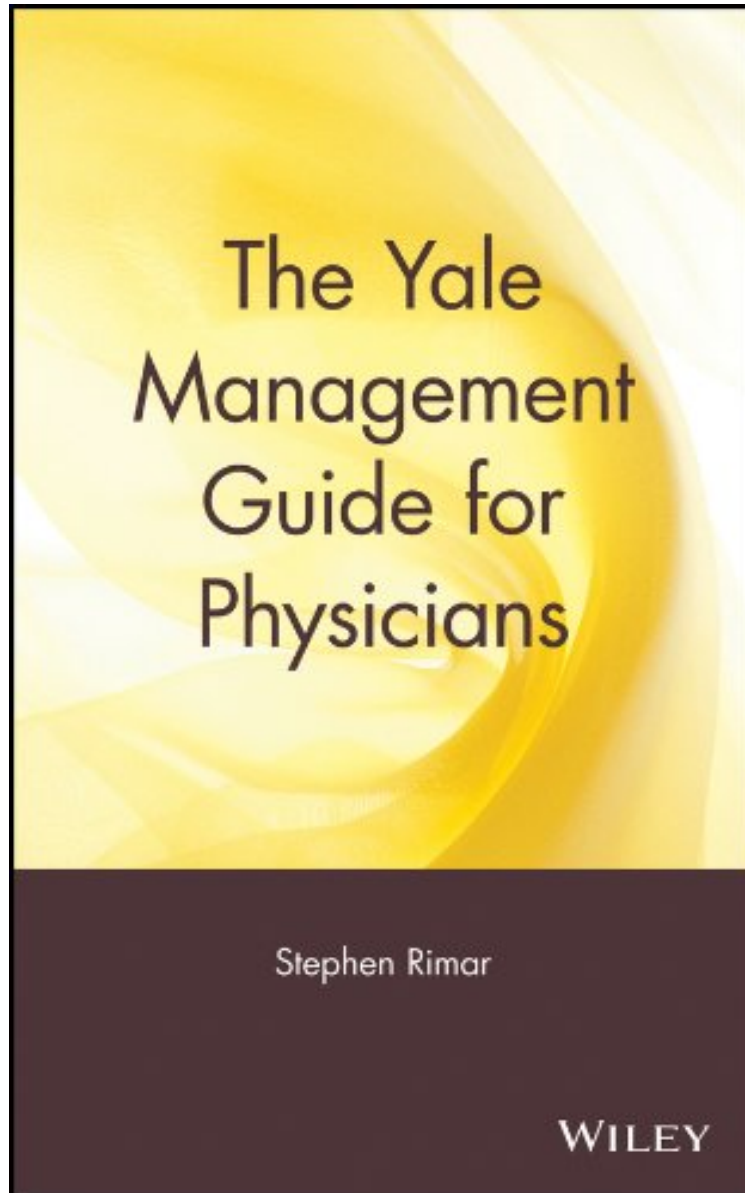


# The Yale Management Guide for Physicians

*Stephen Rimar*

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**Stephen Rimar : The Yale Management Guide for Physicians** before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Yale Management Guide for Physicians:

0 of 0 people found the following review helpful. Very Practical Healthcare Management Guide By Keith Weiner While directed toward Physicians, this textbook provides valuable insight and advice for anyone in healthcare management. Each chapter contains a lecture and a case to alternate between theory and practice. A cast of Yale

professors breaks down topics such as accounting, finance, and negotiation in a manner easily understood by clinicians. Even the management novice should find this material effortless to digest. This text simplifies concepts typically foreign to those with a clinical background. Accounting is declared to be "made up" and done by "convention" as opposed to being derived from the evidence-based knowledge familiar to clinicians. Upon reading this gem I thought, "I'll buy that". Others in healthcare management should do the same.

6 of 7 people found the following review helpful. Finally--A Doctor/Manager Who Knows What He Is Talking About By John Redding The practice of medicine has become increasingly complex. Sadly, for many who chose the field to care for people, it is becoming more and more of a business. Rimar, a professor at Yale and a Director of their medical group, developed a course for doctors to educate them in the realities of management and business. The Yale School of Management is a co-sponsor of this effort. Rimar has accomplished what no other physician has been able to do in this area. Perhaps because he is also a practicing anesthesiologist, he knows how to communicate with physicians and other healthcare professionals. This book is superbly written, of great practical value and belongs on the bookshelf of anyone who is interested in or considers him or herself an expert in health care.

3 of 4 people found the following review helpful. A General Management Book By Debasish Mishra This book is a general management textbook with a title targeting physicians. While the first section has some information about the current state of the healthcare industry, the remaining core sections of the book on financial management, organizational management, and management skills could be stripped out of just about any management text. This book will give you high level concepts of business management and some general business skills such as how to read a financial statement, but will provide no nuts-and-bolts instruction on how to setup and manage your healthcare practice.

A real-world education for the twenty-first-century physician Being a good doctor is no longer enough. The twenty-first-century physician who wants to deliver quality medical care to patients and operate a successful practice must develop expertise in a variety of business and management skills. The Yale Management Guide for Physicians identifies these critical skills and provides both the theoretical understanding and the practical training physicians need to become competent, confident managers as well as accomplished healers. From healthcare policy and health economics to healthcare marketing and negotiating, this comprehensive guide addresses all of the major issues affecting the delivery of healthcare services in the twenty-first century. This remarkably effective manual helps doctors acquire the skills they need to expand their practices; develop, articulate, and advocate ideas; discuss and manage financial issues; manage the decision-making process; and assume a leadership role in the healthcare industry. Meticulously cross-referenced and organized, The Yale Management Guide for Physicians is destined to become the most important nonmedical volume in any physician's library, providing easy access to management principles and practical solutions to management problems faced by physicians every day.

From the Inside Flap Managed care, consumerism, expensive technology, government regulation--these and other modern realities have altered the landscape of medical practice. The management skills required to operate successfully in this new environment are not taught in medical school, and many highly skilled physicians are unprepared to face the challenges of managing a practice. Today, The Yale Management Guide for Physicians provides the theoretical knowledge and the practical know-how that doctors need to manage their practices and reclaim their role as leaders in the healthcare industry. This artful management primer combines in-depth lectures on finance, marketing, management strategy, leadership, and other important business topics with case studies in which a physician is faced with a critical management challenge. These cases illustrate the types of management problems faced by physicians every day, and are designed to help readers identify and acquire the core skills needed to put sound management principles into practice. This highly focused guide helps physicians develop the knowledge and management skills they need to: Expand a practice while retaining control Influence healthcare policy Convince someone that an idea is worth the cost Evaluate a proposal Position a practice to get more business Develop a leadership style Physicians will also discover how to make a convincing oral presentation, manage a negotiation process, develop a business plan for a practice, talk about money, and much more. A "how-to-do-it" section following each case study offers step-by-step instructions for physicians who want to undertake similar projects. Based on the highly acclaimed Yale Management Program for Physicians, The Yale Management Guide for Physicians is an eye-opening and indispensable resource for physicians who want to control their own practices, become leaders in the healthcare profession, and ensure their continuing ability to deliver quality medical care to their patients.

From the Back Cover A real-world education for the twenty-first-century physician Being a good doctor is no longer enough. The twenty-first-century physician who wants to deliver quality medical care to patients and operate a successful practice must develop expertise in a variety of business and management skills. The Yale Management Guide for Physicians identifies these critical skills and provides both the theoretical understanding and the practical training physicians need to become competent, confident managers as well as accomplished healers. From healthcare policy and health economics to healthcare marketing and negotiating, this comprehensive guide addresses all of the major issues affecting the delivery of healthcare services in the twenty-first century. This remarkably effective manual helps

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**About the Author** STEPHEN RIMAR, MD, MBA, is Program Director of the Yale Management Program for Physicians. A practicing pediatric anesthesiologist and Medical Director of the Yale Medical Group, he is also a faculty member of the Yale School of Medicine and the Yale School of Management. Contact Dr. Rimar at [www.managementmd.com](http://www.managementmd.com)