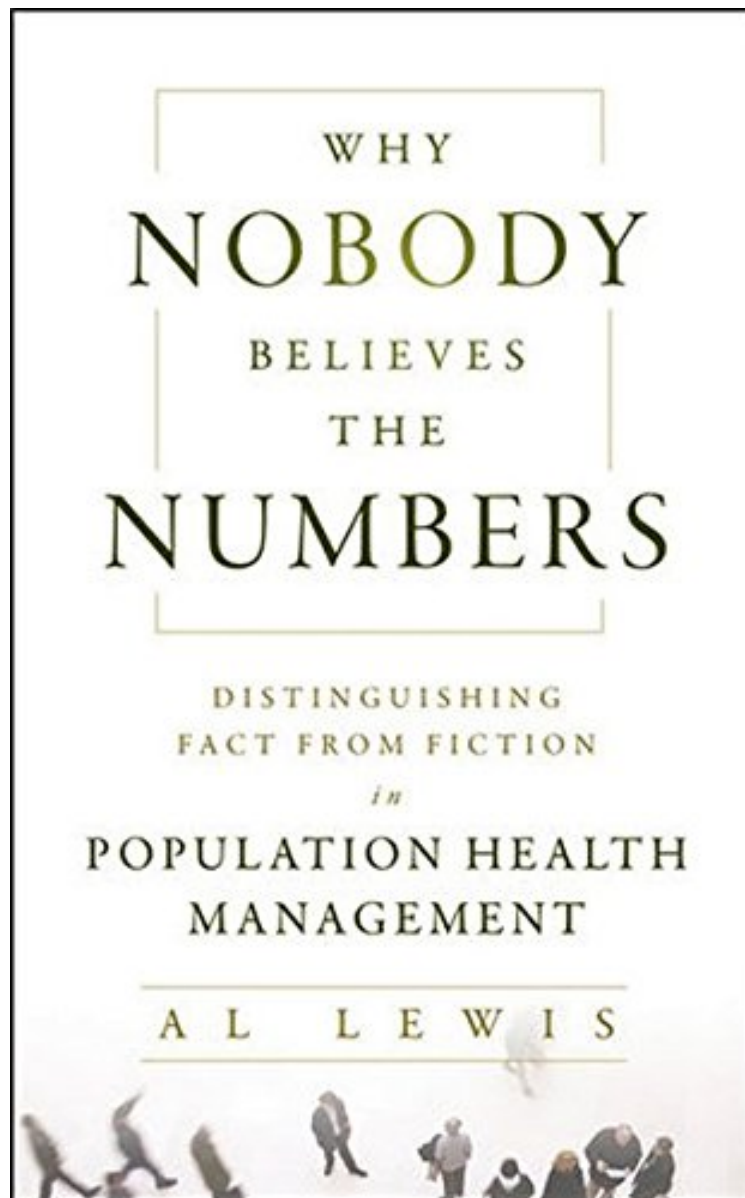


[Download free pdf] Why Nobody Believes the Numbers: Distinguishing Fact from Fiction in Population Health Management

## Why Nobody Believes the Numbers: Distinguishing Fact from Fiction in Population Health Management

*Al Lewis*

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**Al Lewis : Why Nobody Believes the Numbers: Distinguishing Fact from Fiction in Population Health Management** before purchasing it in order to gage whether or not it would be worth my time, and all praised Why Nobody Believes the Numbers: Distinguishing Fact from Fiction in Population Health Management:

34 of 35 people found the following review helpful. First I laughed then the steam came out of my ears  
By CustomerOne of the founders of my organization(The Leapfrog Group) recommended this book so I bought it expecting to plow through a dense analysis on measuring health outcomes. Okay, this is my field, but I expected the book to be work not entertainment. I was wrong. My 5 year old wanted a turn reading the book because every time I picked it up I was truly LOL. Honestly this guy is every bit as funny as Dave Barry!Once the laughter subsided though I reread the book to figure out what the point was, and that is when I realized how important this is to health care, particularly for employers investing in health benefits, including taxpayers. Many programs in wellness and disease management are not working as advertised, and Al Lewis shows us how we got snowed to think they were. What makes me mad is to think of the money wasted on all this. We do not have extra money for fruitless adventures in health care!So this is a terrific read and game changing.  
11 of 11 people found the following review helpful. Many important lessons  
By RJF in IllinoisAl Lewis managed to squeeze several categories of lessons into this book, all of which make it worth reading. Other reviews have extolled the virtues of Al's dive into wellness and DM so I'm going to focus on three benefits that I got from reading it, all of which are likely good reasons for you to read it.First, he forced me to realize that my statistical thinking had become very lazy. It wasn't that I was falling for statistics that could not pass a plausibility test but I had stopped thinking about why they didn't pass. A few chapters into this and I felt like my edge had been reset.Second, the book teaches a very simple lesson in business and life: it is not easy to deliver great results. The claims made by some of the DM companies are humorous but no more humorous than claims made by many companies in many industries. Let this be a lesson on similar chicanery going on all around us. The claims are similar to promises that led to truth in advertising yet we probably miss it more often than we see it.Finally, results do not happen overnight. Change takes time. It needs to be thought through, It costs money. It has to accommodate human behavior and differences. The Highmark, BlackBox and Quantum examples all support that simple conclusion but it is a conclusion that we often skip in favor of a 350% cost improvement in Year 1.I enjoyed the book and will recommend it within healthcare to make smarter buyers and users and outside of healthcare to give others an example of the kinds of examples they should be watching for in their own industries.  
1 of 1 people found the following review helpful. Five Stars for Common Sense  
By Wayne A. SmithFor anyone in the health care industry who deals with studies, consultants and savings initiatives, this would be a valuable book to read. The author presents case studies that demonstrate how some health care industry consultants violate rules of common sense in assessing program results (savings) and sometimes even make simple errors of logic and math. Some of the cases are well known, such as a state Medicaid model that has been replicated far and wide in the country but whose results look to be based upon rosy baseline assumptions and in some cases wishful thinking.As health care delivery reform is a hot topic now, (and a costly one), this book is well timed. The author does cite some interventions that appear to have positive results, so the book doesn't castigate the process of looking to more effectively and efficiently deliver healthcare. It does highlight how many consultants have tremendous incentives to "produce" savings and choose assumptions that often pre-ordain their results

Why Nobody Believes the Numbers introduces a unique viewpoint to population health outcomes measurement; Results/ROIs should be presented as they are, not as we wish they would be; This viewpoint contrasts sharply with vendor/promoter/consultant claims along two very important dimensions: (1) Why Nobody Believes presents outcomes/ROIs achievable right here on this very planet; (2) calculated using actual data rather than controlled substances. Indeed, nowhere in healthcare is it possible to find such sharply contrasting worldviews, methodologies, and grips on reality; Why Nobody Believes the Numbers includes 12 case studies of vendors, carriers, and consultants who were apparently playing hooky the day their teacher covered fifth-grade math, as told by an author whose argument style can be so persuasive that he was once able to convince a resort to sell him a timeshare. Then book's lesson: no need to believe what your vendor tells you -- instead you can estimate your own savings using "ingredients you already have in your kitchen"; Don't be intimidated just because you lack a PhD in biostatistics, or even a Masters, Bachelor's, high-school equivalency diploma or up-to-date inspection sticker; Why Nobody Believes the Numbers explains how to determine if the ROIs are real...and why they usually aren't. You'll learn how to: Figure out whether you are "moving the needle" or just crediting a program with changes that would have happened anyway Judge whether the ROIs your vendors report are plausible or even arithmetically possible Synthesize all these insights into RFPs and contracts that truly hold vendors accountable for results

It's rare that a book about mathematics is funny. And this is not just any math: it's population health analysis. This is the stuff that employers, benefit managers, CFOs and many others want to know: how to figure out if an intervention worked and reduced costs; Employee Benefit News; Do yourself a favor and buy this book. And, keep it handy the next time you entertain a DM/wellness proposal or examine data submitted to you by your vendor; You will never read those proposals or reports the same way again; Khanna on Health; Digital Health Book of the Year; Forbes From the Back

Cover "This is a must-read for anyone involved in developing policy or making purchase decisions on programs that try to improve health and save money." —Bob Galvin, Chief Executive Officer, Equity Healthcare (Blackstone Group); co-founder, Leapfrog Group; founder, Bridges to Excellence "Lewis sugarcoats the bitter medicine of math with a generous amount of humor, making this the most painless lesson in outcomes analysis ever published. The lesson: trust your own judgment." —Tom Scully, former Administrator, Centers for Medicare and Medicaid Services; Senior Counsel, Alston Bird; Partner, Welsh, Carson, Anderson Stowe "Lewis has single-handedly created what industry committees have failed to create: a how-to guide for valid outcomes analysis." —Warren Todd, former President and Executive Director, the Care Continuum Alliance Make better health care decisions by understanding your own data Behind every health plan and benefits department decision are the numbers that illuminate and drive the cost of coverage. An easy-to-follow guide to population health management, Why Nobody Believes the Numbers helps you interpret these numbers, explains why and how "experts" often make them up, and shows that you don't need to rely on expensive—and as the hilarious examples show, often numerically challenged—consultants and vendors to do evaluations. Why Nobody Believes the Numbers gives you the tools to: Figure out whether you are "moving the needle" or just crediting a program with changes that would have happened anyway Determine whether the ROIs your vendors report are plausible or even arithmetically possible (the majority aren't) Synthesize all these insights into RFPs and contracts that let vendors know that you weren't born yesterday About the Author AL LEWIS, President of the Disease Management Purchasing Consortium, is widely credited with inventing disease management and was named "the national leader in analyzing care management outcomes" in the 9th Annual Report on the Disease Management and Wellness Industries. He provides procurement and outcomes consulting to health plans and human resources/benefits departments, and administers the industry certification program in Critical Outcomes Report Analysis. He holds undergraduate and graduate degrees from Harvard.