



## Financial Management Made Easy for the Healthcare Professional, Part II

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Note to Participants: There are interactive pop-up questions throughout this lecture. If you choose to pause the lecture and return at a later time, a natural break time would be after answering the interactive questions. (You are able to pause at any time and the presentation will "remember" where you were. It's just a more natural time to pause after the interactive questions.) For your convenience, this outline reflects where/when within the lecture the interactive questions occur.

This lecture has 72 slides and is 47 minutes in duration.

### I. Budgeting

- A. Why budget?
  1. Plan for future
  2. Measure performance
  3. Determine needed resources
  4. Corrective action
- B. Types of budgets
  1. Cash
  2. Capital expenditures
  3. Direct expenses
  4. Indirect expenses
- C. Planning

Interactive Questions – slide 26 @ 21 minutes

### II. Economics

- A. Economics Factoid 1: Profit
  1. Production costs
    - a) Inputs
    - b) Fixed
    - c) Variable
    - d) Marginal
    - e) Cost behaviors
  2. Why important?
  3. Calculating cost per visit
- B. Economics Factoid 2: Supply vs. Demand
  1. Defined
  2. Market behavior
  3. Examples in markets
    - a) Labor
    - b) Reimbursement
    - c) Urban vs. rural

Notes

C. Tracking Key Indicators

1. Why to track
2. What to track
3. Frequency
4. When to act

D. Managed care economics

1. What are payers looking for?
2. Supply/demand at work

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