



University  
of  
Pittsburgh

School  
of  
Medicine

# The Real World of Medicine: Business Aspects Mini-Elective Spring 2009

<u>Course Dates:</u>	March 3, 10, 17, 24 Tuesdays, 1:00-3:00 PM
<u>Maximum Students:</u>	8
<u>Class Year:</u>	MS2
<u>Course Director:</u>	Paul Rosen, MD, MPH, MMM Assistant Professor of Pediatrics, UPSOM, Clinical Director of Rheumatology, Children's Hospital of Pittsburgh
<u>Contact Information:</u>	Paul Rosen, MD, MPH, MMM Paul.Rosen@chp.edu 412-692-3294
<u>Registration:</u>	Betsy Nero, Office of Medical Education betsy@medschool.pitt.edu

## Description:

This class considers topics that are not usually discussed during formal medical training. The goal is to give you a 'heads up' regarding what is coming your way during your career in medicine. The course will use a case-study method to introduce you to skills you will need whether you are working in private practice, academics, industry, or another setting. This course should augment your learning from the 'Basic Science of Care' course. In this course, we will focus on developing the non-medical skills required to become a successful physician.

## Objectives:

1. Understand the diversity of career opportunities in medicine.
2. Introduce a framework for negotiation.
3. Understand the importance of contracts.
4. Understand the importance of human resources and office management.
5. Discuss the concepts behind billing, coding, and pay for performance.
6. Understand the role of the physician as a leader.
7. Introduction to quality measures and process improvement.

## Requirements:

Read the cases and participate in class.

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Medical  
Education

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412.648.8714

## Course Outline

### The Real World of Medicine: Business Aspects

#### Course Directors:

Paul Rosen, MD, MPH, MMM

Assistant Professor of Pediatrics, UPSOM,

Clinical Director of Rheumatology, Children's Hospital of Pittsburgh

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#### Location:

All sessions

Children's Hospital Main Tower, Room 3889

Rheumatology Conference Room

#### Week 1– March 3, 2009:

##### *Career Development*

- Survey of traditional and non-traditional careers in medicine.
- Learn tools for a successful negotiation.
- Review the key elements of contracts.

#### Week 2—March 10, 2009

##### *Medical Management*

- Develop skills to evaluate personnel.
- Introduce the hiring/firing process
- Discuss the key components of running a practice: safety, quality, efficiency.

#### Week 3—March 17, 2009

##### *Reimbursement*

- Develop the concept that billing is a skill that requires training.
- Coding should reflect clinical documentation.
- Discuss physician reimbursement plans designed to maximize production.

#### Week 4—March 24, 2009

##### *Health Care Delivery Improvement*

- Develop metrics for process change management.
- Discuss the role of the physician in a complex healthcare system.
- Introduce the concept of the physician as a leader.

