



Customer Driven Healthcare

Regina Herzlinger



Customer Driven Healthcare:

Consumer-Driven Health Care Regina E. Herzlinger, 2004-03-22 Professor Herzlinger documents how the consumer driven health care movement is being implemented and its impact on insurers providers new intermediaries and governments With additional contributions by health care s leading strategists innovators regulators and scholars Consumer Driven HealthCare presents a compelling vision of a health care system built to satisfy the people it serves This comprehensive resource includes the most important thinking on the topic and compelling case studies of consumer driven healthcare CDHC in action here and abroad including new consumer driven intermediaries for information and support types of insurance plans focused factories for delivering health care personalized drugs and devices and government roles **Strategic Marketing**

For Health Care Organizations Philip Kotler, Robert J. Stevens, Joel I. Shalowitz, 2020-12-31 A thorough update to a best selling text emphasizing how marketing solves a wide range of health care problems There has been an unmet need for a health care marketing text that focuses on solving real world health care problems The all new second edition of Strategic Marketing for Health Care Organizations meets this need by using an innovative approach supported by the authors deep academic health management and medical experience Kotler Stevens and Shalowitz begin by establishing a foundation of marketing management principles A stepwise approach is used to guide readers through the application of these marketing concepts to a physician marketing plan The value of using environmental analysis to detect health care market opportunities and threats then follows Readers are shown how secondary and primary marketing research is used to analyze environmental forces affecting a wide range of health care market participants The heart of the book demonstrates how health management problems are solved using marketing tools and the latest available market data and information Since the health care market is broad heterogeneous and interconnected it is important to have a comprehensive perspective Individual chapters cover marketing for consumers physicians hospitals health tech companies biopharma companies and social cause marketing with strategies in this last chapter very relevant to the Covid 19 pandemic Each chapter gives readers the opportunity to improve marketing problem solving skills through discussion questions case studies and exercises **Customer Driven Healthcare**

Ed Chaplin, John Terninko, 2000 Chaplin medical director at Continental Rehabilitation Hospital in San Diego and Terninko a QFD trainer and consultant explain how Quality Function Deployment QFD can help health care organizations adapt to the changing competitive environment by listening to customer needs and designing initiatives that will satisfy customers Well over 100 Clinical Solutions and Medical Progress through User-Driven Healthcare Biswas, Rakesh, 2012-07-31 This book provides comprehensive coverage and understanding of clinical problem solving in healthcare especially user driven healthcare using concerted experiential learning in conversations between multiple users and stakeholders primarily patients health professionals and other actors in a care giving collaborative network across a web interface **User-Driven Healthcare: Concepts, Methodologies, Tools, and Applications** Management Association, Information

Resources,2013-01-31 *User Driven Healthcare Concepts Methodologies Tools and Applications* provides a global discussion on the practice of user driven learning in healthcare and connected disciplines and its influence on learning through clinical problem solving This book brings together different perspectives for researchers and practitioners to develop a comprehensive framework of user driven healthcare *User-Driven Healthcare and Narrative Medicine: Utilizing Collaborative Social Networks and Technologies* Biswas, Rakesh,Martin, Carmel Mary,2010-10-31 This book explores various individual user driven strategies that assist in solving multiple clinical system problems in healthcare using social networking to improve their healthcare outcomes Provided by publisher *The Customer Revolution in Healthcare: Delivering Kinder, Smarter, Affordable Care for All* David W. Johnson,2019-09-02 Customer centric market driven solutions for fixing America s broken healthcare system from one of the industry s most innovative thought leaders Healthcare accounts for nearly a fifth of the U S economy Everyone agrees that the current system is broken and in desperate need of repair It should cost less tackle chronic disease and promote health It requires a massive shift in resources from acute services to better care management behavioral health and primary care services The question isn t what to do It s how to do it The revolution starts by meeting and supporting consumers real health needs It s time for American healthcare to serve the people This is The Customer Revolution in Healthcare Written by leading healthcare strategist and commentator David W Johnson this groundbreaking book is more than a wake up call It s a point by point action plan to Blow up the Healthcare Industrial Complex Liberate data and empower consumers with technology Promote agile innovative and customer centric platform companies Reduce costs improve service and generate superior outcomes Deliver personalized care with precisions and compassion Explain and address America s self created opioid crisis Provide affordable and accessible health insurance for all Turbocharge the U S economy Foster healthier communities Revolutionary healthcare empowers patients and providers alike Competitive healthcare companies reconfigure inefficient business models to deliver appropriate accessible holistic and reliable care at lower costs Caregivers engage patients with insight and compassion informed by real time data and analytics Payers reward health companies that deliver great outcomes and great service at competitive prices while keeping members as healthy as possible Investors fund innovative companies whose products and services delight customers And consumers receive compassionate affordable convenient healthcare that meets their needs Most important The Customer Revolution in Healthcare provides a robust framework for aligning economic incentives with patient needs to deliver better outcomes at lower costs with superior customer service The future of healthcare belongs to innovative customer centric health companies that deliver kinder smarter more affordable care to all *Strategic Marketing For Health Care Organizations* Philip Kotler,Joel I. Shalowitz,Robert J. Stevens,2008-05-09 This much needed text offers an authoritative introduction to strategic marketing in health care and presents a wealth of ideas for gaining the competitive edge in the health care arena Step by step the authors show how real companies build and implement effective strategies It includes marketing approaches

through a wide range of perspectives hospitals physician practices social marketing international health managed care pharmaceuticals and biotechnology With Strategic Marketing for Health Care Organizations students and future administrators will have a guide to the most successful strategies and techniques presented ready to apply by the most knowledgeable authors **Consumer-driven Healthcare** Jon R. Gabel, Zachary Gochenour, Cheryl Fahlman, 2007-01-01

Who Killed HealthCare?: America's \$2 Trillion Medical Problem - and the Consumer-Driven Cure Regina Herzlinger, 2007-04-17 A renowned authority from Harvard Business School confronts America's health care crisis and how consumer control can fix it PRAISE FOR WHO KILLED HEALTHCARE A brilliant analysis A must read Bill George Professor Harvard Business School and Former CEO of Medtronic As it becomes more and more obvious to everyone that our current health care system is unsustainable this is the book that had to be written Daniel H Johnson Jr MD former president of the American Medical Association Regina Herzlinger's ideas to tackle the crisis of the U S health care system are based on keen knowledge of the system's existing difficulties along with insights that introduce the reader to new streamlined choices that have the potential of getting both quantity and cost under control Joseph Kennedy founder chairman and president Citizens Energy Corporation CEO Citizens Health Care former representative D Mass Regina Herzlinger offers a vision of the way things can be should be and will be sooner or later The only question is how long do we have to wait Greg Scandlen founder Consumers for Health Choices Regi Herzlinger has brilliantly articulated a better way embracing the principles of competition and innovation that cause every other sector of our economy to thrive Discharging American health care from the ICU can only happen by putting individual Americans not politicians and bureaucrats back in charge of their health care decisions U S Senator Tom Coburn R Okla M D Following on the heels of her landmark Market Driven Health Care Herzlinger lays it on the line with her expose of what many who work in the health care industry have felt in their gut Now it is articulated in an entertaining and must read portrayal with you and me as the only way out Dennis White executive vice president for strategic development National Business Coalition on Health A wonderful Orwellian romp through issues which carry a deadly irony The killers of health care are of course the third parties each of which has an itchy palm and a commitment to profit or power which exceeds the commitment to service with each engaging the others within a politically shaped box Rarely has the case for the public been made with so much force foresight and wit and a better way forward shown so clearly James F Fries MD Professor of Medicine Stanford University School of Medicine You can practically hear the war chants as Professor Herzlinger sets out her view of what's wrong with the health care system and how to fix it You'd best read it so you can decide which side you will be on when the battle is joined Paul Levy CEO Beth Israel Hospital Boston MA Regina Herzlinger the nation's leading expert on consumer driven health care has given us a brilliant analysis of the flaws in our health care system and what it will take to get it back on track Her latest book is a must read Bill George Professor of Management Practice Harvard Business School Former CEO Medtronic and author of Authentic Leadership You

don't have to agree with her diagnosis and prescription for the U.S. health care system but you do have to read her book. Once again Professor Herzlinger has put together a well researched, well written and very provocative blueprint for the future of health care. Peter L. Slavin MD, President Massachusetts General Hospital. Consumer-Driven Technologies in Healthcare: Breakthroughs in Research and Practice Management Association, Information Resources, 2018-07-06. The world of medical technologies is undergoing a sea change in the domain of consumer culture. Having a grasp on what appeals to consumers and how consumers are making purchasing decisions is essential to the success of any organization that thrives by offering a product or service. As such, it is vital to examine the consumer-centered aspects of medical technological developments that have a patient-centered focus and allow patients to take part in their own personal health and wellness. Consumer-Driven Technologies in Healthcare: Breakthroughs in Research and Practice is a critical source of academic knowledge on the use of smartphones and other technological devices for cancer therapy, fitness and wellness, chronic disease monitoring and other areas. The tracking of these items using technology has allowed consumers to take control of their own healthcare. Highlighting a range of pertinent topics such as clinical decision support systems, patient engagement and electronic health records, this publication is an ideal reference source for doctors, nurse practitioners, hospital administrators, medical professionals, IT professionals, academicians and researchers interested in advancing medical practice through technology.

Customer-driven Quality Journal, 2000. **Modern Healthcare**, 2008. Surviving in Health Care Dieter R. Enzmann, 1997. A physician's guide to the trends that are changing medical practice. Written by a clinical physician who understands both medicine and business, this book can help physicians understand the changes in health care and reasons for them. It will guide in formulation of a plan to survive and practice in today's environment and in the future. 34 illus.

Consumer Driven Healthcare in Action, 2005. *Workforce Management*, 2007. The Role of Consumers in the Success of the Consumer Driven Healthcare Movement Vail Marie Miller, 2010. America's legislators have found themselves floundering for an economically tenable solution to the healthcare crisis. Consumer-driven health plans (CDHPs) represent a proposed solution based on America's constitutional liberal roots. The success of the consumer-driven health movement relies on the anticipated benefits of better informed healthcare consumer choices and increased associated responsibility. CDHPs with lower monthly premiums and higher deductibles than traditional plans should incentivize enrollees to become better informed, prudent consumers of healthcare by searching the Internet for the cheapest and best providers, insurance plans and medications. In turn, healthcare costs should decrease and quality of care should increase as providers compete for patients. Potential enrollees' competency to make informed decisions regarding the following five tasks critical to CDHPs were assessed: 1. enrolling in CDHPs, 2. becoming better symptom-based medical decision makers, 3. learning about preventing and managing common chronic conditions, 4. locating high quality healthcare providers and 5. curbing spending on medications. Twenty volunteers, 10 English speaking, 10 Spanish speaking, all without health insurance from varying sociodemographic

backgrounds participated in observational usability testing using screen capture software Morae 2.0. The average Flesch Kincaid reading level and consistency of information presented on four popular health Infomediaries was also assessed. The results suggest most potential CDHP enrollees don't have the adequate skill sets or online tools to effectively and safely make the informed decisions associated with plan usage. The Infomediaries provided fairly consistent information but had a mean Flesch Kincaid grade level of 10.1, well above the recommended sixth to eighth grade level. Most participants used search engines sponsored links that led to poor quality websites. No participants used the government produced healthfinder.gov. Home computer access p 01 and increased years of education p 02 had statistically significant positive effects on performance of the tasks. Age, gender and primary language were not significant. The renovation of healthfinder.gov health infomediary websites, a free educational program based in public libraries and a call for greater responsibility by search engines with regard to sponsored links should result in a more just system that is likely to result in delivery of better quality healthcare in America and greater respect for patient autonomy. *Healthplan*, 2002. *Customer-driven Medicine*, 2009. In this paper I outline a vision for a new health care system based on mobile Health, mHealth, remote monitors, electronic medical records, social networking sites, video conferencing and Internet based recordkeeping. It incorporates email reminders to take medicine, a Netflix style mechanism to rate experiences with doctors and hospitals and websites that make ratings publicly available to employers and other patients. Today there are nearly as many mobile phones (600 million) in existence that can browse the Internet and access email as there are personal computers (800 million). In order to bring this system to fruition, though, several changes are needed to encourage customer driven health care. There have to be shifts in public policy and private health care that get the incentives right for patients, physicians, insurers and hospitals. If we make these changes we can cut costs while also improving quality and public satisfaction with health care p 1. *Whole Person Healthcare: Humanizing healthcare* Ilene A. Serlin, 2007.

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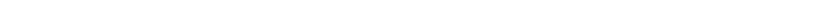
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