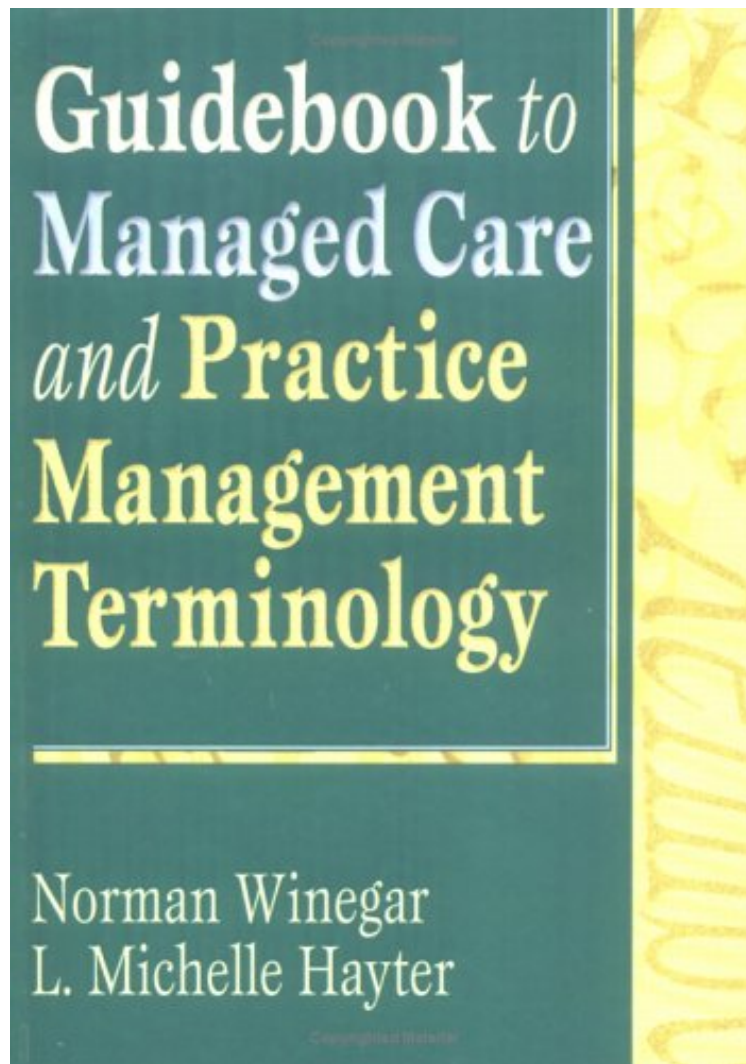


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William Winston, Norman Winegar, Michelle Hayter : Guidebook to Managed Care and Practice Management Terminology (Haworth Marketing Resources) before purchasing it in order to gauge whether or not it would be worth my time, and all praised Guidebook to Managed Care and Practice Management Terminology (Haworth Marketing Resources):

4 of 4 people found the following review helpful. More than a guidebook... it's a bible. By A Customer This a must-read for any person dealing with the managed care market. In an easily referenced format, it answers all of your questions

and even anticipates the answers to questions that haven't come up yet. The writing style is clear and concise, showing the editors' time and talents in accumulating and disseminating this mass of information. I would highly recommend this book for professionals in the mental health field, medical practitioners, social workers and students.

In *Guidebook to Managed Care and Practice Management Terminology*, you'll join the students, practitioners, clients, and patients who are currently bewildered by an array of acronyms, terms, and concepts associated with today's managed care-dominated practice environment. You'll learn to master the jargon, terminology, and concepts necessary for successful patient and practice advocacy. No longer will you be befuddled when someone mentions "ancillary care," "retrospective ratings," or "subrogation." Instead, you'll achieve rapid fluency with words like "attestation" and "sentinel diagnosis," as well as an entire lexicon of technical language that will help you stay in control of your health care situation, whether it's professional or personal. *Guidebook to Managed Care and Practice Management Terminology* is put together in a handy and readable format, and its contents are pertinent and comprehensive. The terms and words you'll find succinctly and accurately defined in it will aid anyone interested in pursuing a career in clinical practice or employee assistance programs. Its easy-to-access, alphabetized format will help you contract with managed care organizations, insurers, EAP companies, HMOs, and employers, and you'll find its contents will help you have more successful interfaces with managed care case managers, provider relations staff, and quality managers. Specifically, you'll get vital help with: financial terms and reimbursement related items practice management and office management nomenclature quality management and tax outcomes terms about various contractual arrangements basic managed care terms Are you profoundly puzzled when you hear someone talking about "predetermination" and are afraid to admit it? Well, be afraid no longer. Here, inside *Guidebook to Managed Care and Practice Management Terminology*, you'll find a convenient and accessible list of terms and words that every patient, student, and professional in social work, psychology, counseling, health care administration, and nursing should know. And, before you know it, you'll find yourself re-managing the unmanageable.