

eLEARNING SOLUTIONS FOR ORGANIZATIONS

ADVANCED TECHNICAL STUDY CERTIFICATE PROGRAMS

INTRODUCING HFMA'S NEW CERTIFICATE PROGRAMS

Healthcare finance is rapidly changing. More than ever before, healthcare finance managers need to acquire and maintain comprehensive skill-sets to ensure their ability to provide the financial management demanded today.

Developed to provide technical and comprehensive education, HFMA's Advanced Technical Study Certificate Programs further enhance healthcare finance skills.

HFMA ALSO HAS THESE eLEARNING CURRICULUM PACKAGES:

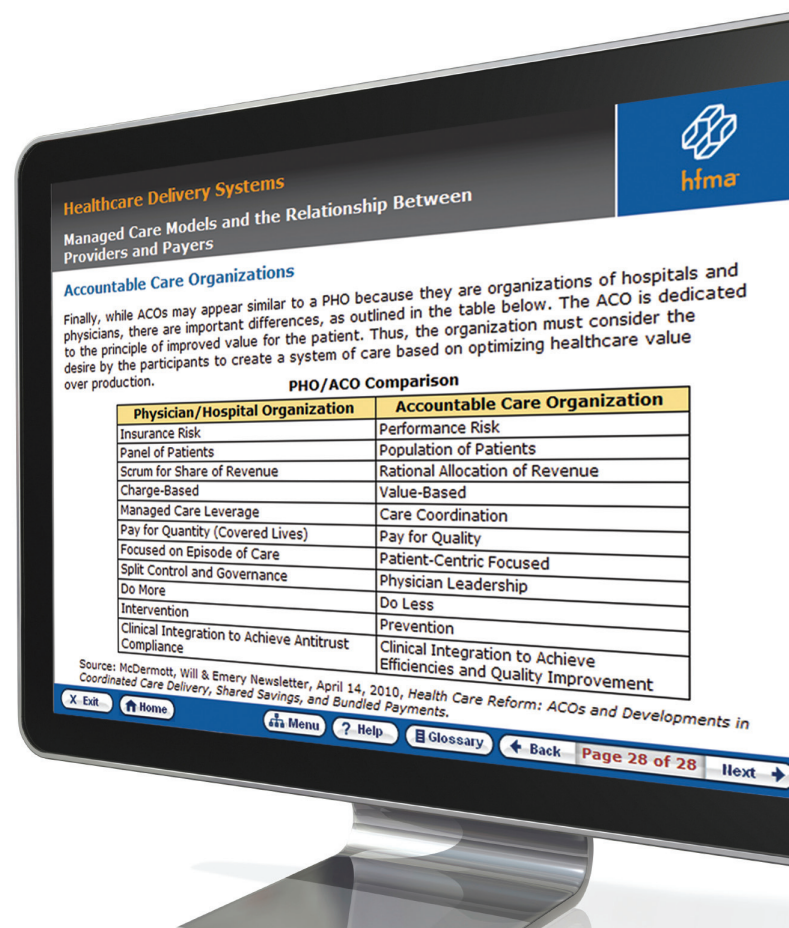
- Cost Control
- Healthcare Finance Core Curriculum
- Mastering Healthcare Compliance
- Mastering HIPAA
- Mastering Medicare Billing
- Mastering Patient Access



hfma
healthcare financial management association

FOR MORE INFORMATION,
INCLUDING PRICING:

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BUILDING YOUR TECHNICAL SKILLS

The NEW Advanced Technical Study Certificate Programs confirm an individual's deep technical knowledge and skills in one of the following defined practice areas:

- Accounting and Finance
- Managed Care
- Patient Financial Services

Advanced Technical Study Certificate Programs are built with the knowledge of experts and industry leaders who understand the specific content needed to prepare you for success.

PROVIDING YOU AND YOUR ORGANIZATION RESOURCES

These Advanced Technical Study Certificate programs can be used to:

- Deepen your knowledge and credibility in a specific area.
- Cross train your team in multiple areas

Many healthcare organizations in today's challenging economy recognize their workforce as their most valuable asset. Investment in developing the talents, knowledge and skill sets of professionals is critical to the organization's success.

NEW MASTERING ACCOUNTING AND FINANCE

Extensive overview of healthcare finance and accounting management

The critical role of accounting and finance requires technical competencies used in decision support for all areas of healthcare management, compliance and development. 14 hours of training includes:

- Responsibility accounting and its importance
- Types of cost behaviors
- Modeling a capitation contract
- Types of risk-sharing arrangements in managed care contracts
- Types of excess loss insurance for a managed care contract
- Capital investment evaluation techniques
- Role of ratio analysis in determining an appropriate level of debt burden
- Types of profitability ratios

NEW MASTERING PATIENT FINANCIAL SERVICES

Comprehensive overview of the critical components impacting a hospital's patient financial services outcomes

Focusing on leadership topics such as forecasting, operational strategies, financial performance analysis, payer reimbursement and industry compliance. 11.5 hours of training includes:

- Strategic and operational planning
- Benefits of an effective preadmission process/collecting cash up front
- Common schemes of managed care reimbursement
- Effective process for managing denials
- The concepts behind pay-for-performance programs
- Types of debt that cannot be discharged
- Current uninsured and underinsured patients issues
- Ratios that a healthcare organization uses to analyze its financial position
- Principal phases of developing a business plan for receivables management

NEW MASTERING MANAGED CARE

Describes the "nuts and bolts" of managed care and thoroughly covers the issues surrounding healthcare reform

Selected modules from this course are valuable for management and clinicians throughout a hospital. 11 hours of training includes:

- Various managed care models (HMO, PPO, POS)
- Carve-outs, inpatient stop-loss, short-stay stop-loss, and withhold pools
- Payment models proposed under healthcare reform and their differences
- Physicians' role in addressing utilization and quality of care
- Key negotiation strategies
- How payers evaluate their risks
- Changes to HIPAA privacy laws included in ARRA
- Principles behind outcomes-based reimbursement and incentives related to pay-for-performance programs
- Relevant legislative changes affecting Medicare managed care

