

**University of the Sciences in Philadelphia**  
**Analytical Methods for Health Policy**  
**Syllabus – HP 710**  
**Spring 2004**

<b>Credits:</b>	3 semester hours
<b>Meeting Time:</b>	Monday, 6:00 p.m. – 9:00 p.m.
<b>Prerequisite:</b>	None
<b>Course Description:</b>	This course will present an overview of techniques used to determine the financial impact of health policy issues on various components of the system.
<b>Course Objective:</b>	The purpose of the course is to provide students with the financial skills necessary to analyze and to model health policy issues and to predict future consequences of health policy interventions.
<b>Course Approach:</b>	Classes will be a combination of lectures, discussions, computer working sessions, and a student presentation.
<b>Course Requirements:</b>	Students will be required to attend class regularly, to be prepared, and to participate in class discussions. Each student will make a presentation of his/her term paper topic at the end of the course.
<b>Grading:</b>	Class Attendance: 25% Class Participation: 25% Term Paper Assignment & Presentation: 50%
<b>Instructor:</b>	Brad C. Bernstein, MBA Bristol-Myers Squibb Company 609-252-5677 – phone <a href="mailto:brad.bernstein@bms.com">brad.bernstein@bms.com</a> – e-mail

**Required Reading Materials:**

Cleverly, William O., *Essentials of Health Care Finance*. Fifth Edition, Aspen Publishers, Inc., 2002.

**Important Notes:**

- The Cleverly book is available though Amazon.com.

## Class Schedule, Readings and Assignments:

CL – Cleverly, William O.

Week	Date	Topic	Readings / Assignments	Instructor
1	Jan 12	Introduction	Sign-in Sheet <sup>H</sup> Student Background <sup>H</sup>	Bernstein
2	Jan 19	<ul style="list-style-type: none"> <li>• Financial Environment of Health Care Organizations:               <ul style="list-style-type: none"> <li>– Sources of Revenue; Healthcare Payment Systems; Rate Setting; Medicare Payment Systems</li> </ul> </li> <li>• Managed Care:               <ul style="list-style-type: none"> <li>– Paying Providers; Setting Prices; Medicare and Medicaid Risk Contracts</li> </ul> </li> </ul>	CL: Ch. 2, 13-31  CL: Ch. 4, 75-98 Email <sup>1</sup>	Bernstein
3	Jan 26	• Basics of Microsoft Excel	Email <sup>2</sup>	Bernstein
4	Feb 2	<ul style="list-style-type: none"> <li>• General Principles of Accounting               <ul style="list-style-type: none"> <li>– Financial vs. Managerial Accounting; Principles of Accounting</li> </ul> </li> <li>• Financial Statements               <ul style="list-style-type: none"> <li>– Balance Sheet; Statement of Cash Flows; Income Statement</li> </ul> </li> <li>• Analyzing Financial Statements               <ul style="list-style-type: none"> <li>– Ratio Analysis; Operating Indicators</li> </ul> </li> </ul>	CL: Ch. 5, 103-114  CL: Ch. 6, 118-134  CL: Ch. 8, 154-175 Email <sup>3</sup>	Bernstein
5	Feb 9	<ul style="list-style-type: none"> <li>• Basic Analytical Techniques               <ul style="list-style-type: none"> <li>– Forecasting, Risk Analysis, Simulation</li> </ul> </li> </ul>	Email <sup>4</sup> Term Paper Assignment <sup>H</sup> Grading Criteria <sup>H</sup>	Bernstein
6	Feb 16	<ul style="list-style-type: none"> <li>• The U.S. Pharmaceutical Distribution Network</li> <li>• Parallel Imports Trends in the E.U.</li> <li>• Parallel Imports in the U.S.</li> </ul>		Bernstein
7	Feb 23	<ul style="list-style-type: none"> <li>• U.S. Parallel Import Impact Model</li> <li>• U.S. Parallel Import Strategies and Analysis</li> </ul>	Email <sup>5</sup>	Bernstein
8	Mar 1	• <b>Spring Break – No Class</b>		
9	Mar 8	<ul style="list-style-type: none"> <li>• Advanced Analytical Techniques               <ul style="list-style-type: none"> <li>– Systems Dynamics Modeling</li> </ul> </li> </ul>	Email <sup>6</sup>	Bernstein
10	Mar 15	• Medicare Reform – Medicare Rx	Email <sup>7</sup>	Bernstein
11	Mar 22	• Medicare Reform Impact Model	Email <sup>8</sup>	Bernstein
12	Mar 29	• Employers and Health Care Costs	Questions for Speaker	Bernstein
13	Apr 5	<ul style="list-style-type: none"> <li>• <b>Term Paper Assignment Working Session</b></li> <li>• Guest Speaker               <ul style="list-style-type: none"> <li>– Topic TBD</li> </ul> </li> </ul>	Speaker Evaluation <sup>H</sup>	Bernstein TBD
14	Apr 12	• <b>Term Paper Due and Student Presentations</b>		Bernstein
15	Apr 19	• <b>Term Paper Due and Student Presentations</b>		Bernstein

### Notes:

(The files below, excluding the handouts, will be emailed to you prior to the class indicated. It is your responsibility to copy these files to a floppy disk and bring them to class for a working session.)

1. RateSettingModel.xls / SettingPricesinCapitatedContracts.xls
2. SpreadsheetSkillBuildingTutorial.doc / SpreadsheetSkills.xls
3. FinancialStatements&Ratios.xls
4. Forecasting.xls / SensitivityAnalysis.xls / MonteCarlo.xls
5. ParallelImportModel.xls / ParallelImportModel-Strategies.xls
6. Solver.xls
7. ForecastRxExpenditures.xls / MedicareRx.xls
8. MedicareProposalAnalyses.xls
- H. Handout