

Introduction To Managed Care



LANGUAGE FOR CRITICAL ANALYSIS AND EVALUATION

- ◆ Listening and Reading
- ◆ Speaking and Writing

Mary Ann George, R.N., M.Ed., M.S.N.
ERIE 1 BOCES
Harkness Career Center
99 Aero Drive
Cheektowaga, NY 14225
(716) 632-6680

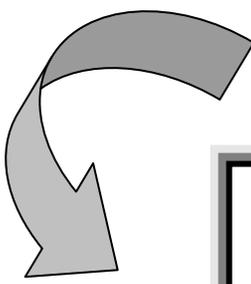


INTEGRATED LEARNING encourages learning students to use essential academic concepts, facts, and procedures in applications related to life skills and the world of work. This approach allows students to see the usefulness of the concepts that they are being asked to learn and to understand their potential application in the world of work.

LESSON DESCRIPTION AND GOAL

Each student will be given a copy of Robin Cook's 1992 novel *Fatal Cure* (Berkley Publishing Group: New York) to read within four weeks as a "fun" way of learning the basic issues of concern related to "managed care." These issues will be discussed in class using the following teaching plan:

- 4 lessons of one hour duration; one lesson per week
- Lesson 1 – *Fatal Cure* Prologue -- Chapter 6
- Lesson 2 – *Fatal Cure* Chapter 7 -- Chapter 13
- Lesson 3 – *Fatal Cure* Chapter 14 -- Chapter 20
- Lesson 4 – *Fatal Cure* Chapter 21 -- Epilogue



Writing Assignment

Directions: In a well-developed essay of 400-500 words, answer one of the following questions. Use specific details, quotes and/or examples from the novel to support and illustrate your comments and observations.

- ◆ The dynamics of managed care within the health delivery system are certainly important to the development of action in the novel. Select at least three elements of managed care and discuss how they are different from “traditional” systems. In addition, show how these elements influence the behavior of the characters in the novel.
- ◆ Should health care be a “for-profit” business? Is there any evidence presented in the novel that profits, stock holders or investors have any direct influence on the quality of care the patients receive?
- ◆ Although the novel is framed by managed care, the story is ultimately about people. Select three characters and show how their motives, personalities and/or actions are responsible for the tragedies that occur.
- ◆ Could it happen? Credibility is an important issue in works of this type, and it depends on the ability of the writer to present characters, situations and developments that coincide with the reader’s sense of what is likely or possible. Discuss the level of realism in *Fatal Cure*. Did the author ignore any checks or balances that would have prevented the escalation of misfortune and tragedy?



Any final comments on this book? Should we use it next year in this class?

The Tragic Side of Managed Care



Image borrowed from "Physicians Who Care"
<http://www.hmopage.org>

Brandon West
Fatal Cure Essay
English 12
March 1, 1999

EXCERPTS FROM STUDENT WORK

Managed care, designed to improve people's health while reducing their medical costs, has swept the nation in recent years. Health maintenance organizations can deliver some of the best health care money can buy as well as some of the worst as seen in *Fatal Cure* by Robin Cook. Despite its serene Vermont surroundings, Bartlett Community Hospital is plagued by a series of tragedies, all of which can be related to problems with managed care. Several of the characters in *Fatal Cure* are responsible for these misfortunes.

Charles Kelley, who holds an administrative position with the monopolistic Comprehensive Medical of Vermont, is perhaps the individual mostly to blame. David is unable to give his patients the time and quality of care they require because of Kelley's constant interference. In Chapter Six, David and Angela discuss how "doctor-patient relationships are the cornerstone of good medical care." Business professionals like Charles Kelley are part of a "new army of medical bureaucrats being created by government intervention." The major concern in some of today's hospitals appears to be the bottom line on the balance sheet and not patient care. Physicians with morals similar to those of David and Angela are finding it very difficult to treat patients in the manner they feel is most appropriate.

David is called into Kelly's office because a utilization review indicated that he is in the lowest percentile in nearly all areas rated by the study. Kelley demands that David increase his productivity by spending less time with each patient, relying less on laboratory testing, and abstaining from consulting outside specialists. He is also told to keep his patients out of the emergency department because of the capitation contract.....

..... who choose to participate in the program exhibit a lack of concern for their patients. I have no doubt that similar incentive plans are being used by hospitals with captivation agreements today to increase profits.

Managed care is a trend that is just beginning and will continue to be an element of the healthcare industry. Patients need to create a partnership with their physicians and take full advantage of their office visits. We need to stop the accelerating trend of allowing business professionals to make the decisions that are meant to be made by medical staff. Robin Cook's thriller was very entertaining, but more importantly, it brought to my attention the serious problems related to managed care.



EVALUATION

Introduction to Managed Care

Student's Name _____
Title of Essay _____
Date of Essay _____

Description	Point Value
Poor	6 points
Fair	7 points
Good	8 points
Very Good	9 points
Excellent	10 points

Criteria

Points Earned

1. The title of the paper is original and meaningful.
The title page makes the reader want to read the paper. _____
2. The paper's introduction sets the stage for what follows;
explains the writer's aims and gains the reader's interest. _____
3. The style of writing keeps the readers interest throughout the
paper. _____
4. The discussion of managed care is clearly stated. _____
5. The paper reflects the fact that the student listened and
spoke during class discussions on managed care. _____
6. The paper reflects the fact that the student read *Fatal Cure*. _____
7. The paper used good and varied vocabulary. _____
8. The typing is clear, double spaced, with adequate margins
and page numbers. _____
9. The paper is free of grammatical, mechanical and spelling
errors. _____
10. The conclusion summarizes well the main thoughts presented
in the paper. _____

TOTAL POINTS (GRADE) _____

Teacher Comments: _____

Teacher Signature: _____ **Date** _____