



## **Capitation: Mastering It May Be a Key to Survival**

Capitation is the preferred method of payment and risk sharing under managed care in the private sector and increasingly in Medicaid systems. This course will cover the practical aspects of life under capitation: how to determine costs, set rates, evaluate capitation as an option, track resource utilization, manage care in this environment, lower financial risk, and negotiate capitated contracts. Risk evaluation and assumption will be clearly defined and explained.

- Explain how capitation works, including rate calculation, cost determination, and managing resources.
- Describe effective approaches to the negotiation of capitated contracts and physician incentive packages.
- Outline effective approaches to financial success in the capitated environment.

WE-148  
Wednesday, October 13, 1999  
12:30 PM - 2:25 PM  
Room # N208  
Las Vegas Convention Center

## **FACULTY**

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