

## On-Demand Courses

# Healthcare fundamentals



*Healthcare fundamentals* delivers an overview of industry key players, terms, and challenges within the US health care system.

Course learning objectives: Identify the key players within the health care ecosystem, describe major dynamics and influences that impact the priorities of health care's key players.`

## Course modules

# 01

### **Overview: Understanding the health care landscape**

A high-level overview of the health care industry, including the most influential players and why they are important to know.

# 02

### **Providers: The organizations and people behind care**

A look at the different types of provider organizations, how they do business and employ physicians, and the market dynamics that influence how much they are paid for delivering care.

# 03

### **Sites of care: Why “where” care happens matters**

An introduction into the five major sites of care, how care is shifting across different sites, and why “where” care happens is important to the industry.

# 04

### **Consumers: The patients at the center of health care**

Learn about the different ways consumers make care decisions, and how these decisions impact the other industry players they primarily interact with: providers and health plans.

- 05 Health plans: The organizations footing the bill for most care**  
Learn about the different types of health plans, their role in the health care industry, and how private plans make money.
- 06 Life sciences and pharmacy: Bringing drugs and devices to patients**  
Learn about how life sciences companies, pharmacies, and pharmacy benefit managers fit into the larger industry, support care delivery, and make money.
- 07 Digital health: Building core systems and emerging technologies**  
Learn about the diverse companies and products that make up the digital health market and the factors driving rapid growth in this space.
- 08 Government: Regulating, influencing, and advancing health care**  
An introduction into the roles the government plays in health care and several key pieces of legislation that have shaped the industry.
- 09 Disruptors: Innovators forcing change in health**  
Learn about the different types of disruptors, why they are targeting health care, and how they are changing the industry and challenging incumbents.
- 10 Cross-industry intersections: The relationships that shape health care**  
Learn about the complex financial dynamics between influential stakeholder groups at the center of care: patients, providers, and health plans.

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