

On-Demand Courses

The fast-track fundamentals of healthcare



We've broken down our flagship healthcare fundamentals course into seven mini courses, empowering busy healthcare professionals to learn the most important concepts in healthcare fast! You asked for shorter courses and we curated these courses to meet that need. They zero in on the most important healthcare concepts in the shortest amount of time. But rest assured, if you're craving even more content, the original three hour course is still available for purchase.

Mini courses

01 Introduction to the key players in healthcare

This mini course is a lightning fast introduction to the healthcare landscape. You'll learn about four key topics: providers, sites of care, consumers, and payers. We'll also delve deeper into four major players influencing healthcare today: life sciences companies, digital health companies, government, and disruptors.

Mini course learning objectives

- Identify the role providers, consumers, and payers play in healthcare.
- Understand how life sciences and digital health companies contribute to healthcare.
- Recognize the influence the government has on healthcare.

02

Provider essentials

This mini course offers a closer look at providers in healthcare. We'll dive into four distinct types of physician groups, how health systems and integrated delivery networks operate their businesses, and the market dynamics impacting the health of all provider organizations.

Mini course learning objectives

- Understand what makes up a health system.
- Identify the four types of physician groups.
- Identify three key factors that impact provider revenue.

03

Sites of care basics: Why “where” care happens matters

In this mini course, we explain why it matters where care is delivered and take a closer look at three common sites of care: hospitals, ambulatory sites, and post-acute sites. You'll learn why care is shifting outside the hospital and gain insight into two growing sites of care: telehealth and home-based care.

Mini course learning objectives

- Understand the common sites of care.
- Understand how sites of care impact other industry stakeholders.
- Identify the factors that are driving the shift away from inpatient and toward outpatient and ambulatory settings.

04

Health plan essentials

In this mini course, we explain how health insurance works and the business model of private health plans. We'll also explore three different types of health plan organizations, their major sources of revenue and costs, and finally, the three lines of business: Medicare, Medicaid, and commercial insurance.

Mini course learning objectives

- Understand what a health plan is and the primary source of revenue for most private health plans.
- Recognize the different kinds of purchasers.
- Identify the key lines of business that private health plans can offer.

05

The government's role in healthcare

This mini course clarifies how federal and state governments impact healthcare. You'll get acquainted with four influential federal agencies and the healthcare policies that impact privacy, coverage, affordability, and payment.

Mini course learning objectives

- Understand the two primary roles the federal government plays in healthcare.
- Identify the six key pieces of legislation that have shaped healthcare.
- Describe HIPAA, HITECH, ACA, MACRA, and surprise billing.

06 Disruptors and innovators: A field guide to players shaking up healthcare

This mini course breaks down why disruptors are targeting healthcare, the challenges they face, and how big tech firms and retail giants are changing the industry. Explore how startups are disrupting healthcare by redefining care delivery, medical treatment, and health insurance.

Mini course learning objectives

- Explain why disruptors are important to be aware of.
- Identify the types of companies that are disrupting healthcare.
- Recognize the challenges disruptors face and what consumer frustrations they address.

07 Driving forces in healthcare: How money flows and the impact of key players

In this mini course, you'll learn about the financial interactions between patients, providers, and health plans. You'll also learn how care is paid for and how prices for different services are set. We'll unpack the complex relationship between providers and health plans, including payment models, care coordination, and the rise in vertical integration.

Mini course learning objectives

- Identify the stakeholders who could pay providers for all or some of a medical bill.
- Understand why different people pay different prices for the same healthcare services.
- Explain what a value-based payment arrangement is.

Learn more about our
on-demand courses



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