

## On-Demand Courses

# Value-based care in action

Moving from theory to practice for *customer-facing teams*



*Value-Based Care in Action* will provide you with a deep understanding of what value-based care looks like “on the ground.” Learn about the progress the healthcare industry has made in shifting away from fee-for-service and observe the transformation among providers. Plus, access bonus content tailored specifically to provider sales teams!

Course learning objectives: Understand the scope of “payment transformation” across key payer lines of business, dive into the strategic approaches and investment priorities for providers thriving within population health management and delineate the four stages of value-based care provider adoption. Additionally, learners will review questions that can help to gauge clients’ interests in, and progress towards, value-based, as well as their level of commitment to VBC and the impacts to their purchasing priorities.

## Course modules

### 01

#### Introduction to *Value-Based Care* in action for sales enablement teams

##### *Module learning objectives*

- Define value-based care, including the two transformations it entails (payment and care).
- Recognize the importance of learning the topics covered in this course given value-based care’s outlook.

### 02

#### Follow the money: Payment transformation progress across lines of business

##### *Module learning objectives*

- For each key player of business, discuss the progress in shifting away from fee-for-service payments toward value-based payments.
- Understand the mechanisms that have led to this progress across each player (or lack thereof).
- Recall questions to gauge extent of payment transformation at clients’ organizations and the support they might need.

# 03

## From reactive to proactive: Redesigning care models for population health management

### Module learning objectives

- Review the three common tactics advanced providers deploy to support care model transformation.
- Explore the three primary areas of investment for providers dedicated to advancing population health management.
- Recall questions to gauge clients' commitments to and progress on care transformation.

# 04

## What value-based care adoption really looks like among providers

### Module learning objectives

- List the four stages of value-based care adoption for providers.
- Describe how prevalent each stage is in the provider space.
- Outline the typical success metrics for provider organizations, examine their employees' perceptions of value-based care, assess their advancement in payment and care transformation, and offer recommendations for advancing to the next stage.
- Recall questions to help segment clients into one of the four stages of value-based care adoption.
- Describe typical purchasing priorities of providers by stage of value-based care adoption.



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# 05

## What's next? The conditions necessary for continued value-based care progress

### Module learning objectives

- List and describe the five conditions for continued value-based progress and success.
- Recall the key questions to ask clients to gauge their commitment to value-based care.

**Learn more** about our  
on-demand courses

