



InterAct

ACPE Distance Education

Medical Management Course Catalog



updated with

2011
dates!

ACPE.org/InterAct



American College of Physician Executives • The Home for Physician Leaders



Study Medical Management From the Comfort of Your Home!

InterAct courses come in many shapes and sizes...

No matter what the format, InterAct courses can be taken on virtually any home or office computer.

- USB Flash drive
- Video on CD or DVD
- Audio track with PowerPoint presentations
- Online text courses
- Streaming video



Full InterAct courses

Full InterAct courses include online sessions with faculty. These sessions are 3 to 6 weeks in length, but you don't ever have to be online at a particular time of day. Watch the lectures and participate in the discussions and case studies during the scheduled online sessions.

InterAct Express courses



InterAct Express courses do not include an online session. These are complete, self-study courses on CD or on the Web that you take at your convenience. **InterAct Express courses are available online at time of purchase.**

For course details, visit ACPE.org/Catalog

Master's Degree and Board Certification Credit

Many InterAct courses may be used as credit in ACPE's master's degree program with Carnegie Mellon University, University of Southern California or University of Massachusetts Amherst.

For more information about the master's degree program visit: ACPE.org/degrees.

These same credits can be used to meet the education requirement to become a Certified Physician Executive (CPE). For more information visit: CCMM.org

Financial Decision Making

- Financial and accounting statements
- Budgeting and cost management
- Performance enhancement
- Risks and returns within your organization and in capital markets

Steven Finkler, PhD, CPA — *New York University*

[CD\(s\)](#) / [Booklet of slides](#) / [Book](#) / [Web link](#)

	Full InterAct Course	InterAct Express (self study)
CME	24	12
Graduate Credits	24 Core	Full InterAct Required
Online Session	Yes (6 weeks)	No
Technology	CD(s) / Web link	CD(s) / Web link
Price	\$1350 ACPE members \$1500 non-members	\$750 ACPE members \$900 non-members

Managing Physician Performance

- Theories of human behavior in organizations
- Six dimensions of performance for a position
- Performance management system
- Dimensions of physician performance

Sue Cejka — *Grant Cooper & Associates*

Timothy Keogh, PhD — *Citadel School of Business Administration*

Marty Martin, MPH, PsyD, CHES — *DePaul University*

Jennifer Grebenschikoff — *Physician Executive Management Center*

[DVD](#) / [Booklet of slides](#) / [Web link](#)

	Full InterAct Course	InterAct Express (self study)
CME	24	13
Graduate Credits	24 Core	Full InterAct Required
Online Session	Yes (6 weeks)	No
Technology	DVD / Web link	DVD / Web link
Price	\$1350 ACPE members \$1400 non-members	\$750 ACPE members \$900 non-members

Three Faces of Quality

- Evidence-based medicine
- Disease management
- Consumerism
- Medical error
- Biopharmaceuticals
- Influencing physician behavior

David B. Nash, MD, MBA, FACPE — *Thomas Jefferson University*

Edward Walker, MD, MHA — *University of Washington Medical School*

Harry L. Leider, MD, MBA, FACPE — *Ameritox*

[USB Flashdrive](#) / [Booklet of slides](#) / [Web link](#)

	Full InterAct Course	InterAct Express (self study)
CME	24	13
Graduate Credits	24 Core	Full InterAct Required
Online Session	Yes (6 weeks)	No
Technology	USB Flashdrive / Web link	USB Flashdrive / Web link
Price	\$1350 ACPE members \$1500 non-members	\$750 ACPE members \$900 non-members

Essentials of Health Law

- HIPAA and patient rights
- Stark legislation, antitrust traps, employment contracts
- Peer review, disruptive practitioners, practitioner health
- Current legal trends and rulings and how they apply to your organization

Susan Lapenta, JD — *Horty Springer & Mattern*
Henry Casale, JD — *Horty Springer & Mattern*

[DVD / Booklet of slides / Web link](#)

	Full InterAct Course	InterAct Express (self study)
CME	14	8
Graduate Credits	14 Elective	8 Elective
Online Session	Yes (3 weeks)	No
Technology	DVD / Web link	DVD / Web link
Price	\$675 ACPE members \$750 non-members	\$375 ACPE members \$450 non-members

Ethical Challenges of Physician Executives

- Ethics in your organization's culture
- Ethical conflicts at the bedside
- Managing your organization's resources
- Patients' refusals of necessary medical interventions

Laurence B. McCullough, PhD — *Baylor College of Medicine*

[CD\(s\) / Booklet of slides / Web link](#)

	Full InterAct Course	InterAct Express (self study)
CME	12	5
Graduate Credits	12 Elective	5 Elective
Online Session	Yes (3 weeks)	No
Technology	CD(s) / Web link	CD(s) / Web link
Price	\$675 ACPE members \$750 non-members	\$375 ACPE members \$450 non-members

The remainder of the InterAct courses in this catalog are available only as **InterAct Express (self-study)**.

ON ► DEMAND: InterAct Express courses are available online at time of purchase.

Stark Regulations: Prohibitions, Exceptions and Guidance to the Future

- Define significant changes since 2007
- Do you qualify for any 'Group Practice' exemptions
- Realize the similarities between Stark violations and Kickbacks

Sarah Freymann Fontenot, BSN, JD — *Trinity University*

[Web link](#)

	InterAct Express ON ► DEMAND (self study)
CME	3
Graduate Credits	Not Applicable
Technology	Web link
Price	\$195 ACPE members / \$295 non-members

Physician in Management Seminar

The Physician in Management Seminar (PIM) is ACPE's foundational course, nearly 20,000 physicians have learned core competencies in the business side of medicine.

The seminar includes 6 modules that can be completed individually or purchased as a complete series at a discount.

Marketing and Strategic Planning

Eric Berkowitz, PhD — *University of Massachusetts School of Management*

Discover key marketing concepts and strategies and their use in leading health care organizations.

Powerful Negotiation Skills

Linda Babcock, PhD — *Carnegie Mellon University*

Unveil the secrets and strategies associated with negotiation processes — how and when to apply them, how to recognize and defend against them.

Increasing Your Influence

Charles E. Dwyer, PhD — *University of Pennsylvania*

Gain power through this eye-opening perspective on motivation and persuasion.

Finance in Health Care Organizations

Hugh Long, MBA, PhD, JD — *Tulane University School of Public Health and Tropical Medicine*

Hear about economic principles and their “real-world” application.

Valuable Communication Skills

Timothy J. Keogh, PhD — *Citadel School of Business Administration*

Master the clear and effective communication that will distinguish you as a leader.

Management Skills

Michael Guthrie, MD, MBA, FACPE — *University of Colorado*

Explore practical tools for effective managerial decision making, including group dynamics, skills needed to lead meetings, and more.

	CME	Graduate Credits	Price
Marketing	7	7 Core	\$305 ACPE Members \$320 non-members
Negotiation	7	7 Core	\$305 ACPE Members \$320 non-members
Influence	7	7 Core	\$305 ACPE Members \$320 non-members
Finance	7	7 Elective	\$305 ACPE Members \$320 non-members
Communication	3.5	3.5 Elective	\$155 ACPE Members \$160 non-members
Management	3.5	3.5 Elective	\$155 ACPE Members \$160 non-members



SAVE! up to \$130 when you order the complete program

Complete Seminar InterAct Express ON ▶ DEMAND (self study)	
CME	35
Graduate Credits	21 Core / 14 Elective
Online Session	No
Technology	DVD or USB Flashdrive / Web link
Price	\$1400 ACPE members \$1475 non-members

ACPE's Keystone: The Blueprint for High Performance

- Increase productivity
- Increase revenues
- Cut costs
- Create loyalty

Eric Berkowitz, PhD — *University of Massachusetts School of Management*

Edward O'Connor, PhD — *Implementation Institute*

William Geary, PhD — *William & Mary University School of Business*

Roger Schenke, MBA, FACPE

[USB Flashdrive](#) / [Booklet of Slides](#) / [Web link](#)

InterAct Express ON ▶ DEMAND (self study)	
CME	17
Graduate Credits	17 Elective
Technology	USB Flashdrive / Web link
Price	\$850 ACPE members / \$900 non-members

MetaLeadership: Removing Barriers & Building Bridges

- Become a Meta-Leader
- Multidimensional problem solving
- Connect people & resources

Barry C. Dorn, MD, MHCM — *Harvard School of Public Health*

Leonard J. Marcus, PhD — *Harvard School of Public Health*

[USB Flashdrive](#) / [Booklet of Slides](#) / [Web link](#)

InterAct Express ON ▶ DEMAND (self study)	
CME	9
Graduate Credits	9 Elective
Technology	USB Flashdrive / Web link
Price	\$450 ACPE members / \$525 non-members

Business Plans

- The business plan process
- Organizational structure
- Market analysis
- The financial plan
- Operational strategy
- Analysis of business risks

Steven Finkler, PhD, CPA — *New York University*

[Book](#) / [Web link](#)

InterAct Express ON ▶ DEMAND (self study)	
CME	5.5
Graduate Credits	5.5 Elective
Technology	Web link
Price	\$300 ACPE members / \$375 non-members

Contracts: What Do You Need to Know?

- Analyze pitfalls in Managed Care Contracts
- Address potential liabilities with “Boutique Medicine”
- What needs to be included in any physician employment contract

Sarah Freymann Fontenot, BSN, JD — *Trinity University*

[Web link](#)

InterAct Express ON ▶ DEMAND (self study)	
CME	1
Graduate Credits	Not Applicable
Technology	Web link
Price	\$75 ACPE members / \$150 non-members

ON ▶ **DEMAND**: InterAct Express courses are available online at time of purchase.

Information Technology Courses

Successful IT Change Management

- Tools for gaining commitment
- Dealing with technical shortcomings
- Improving project management skills, training and communication

David Masuda, MD, MS — *University of Washington*

[Web link](#)

InterAct Express ON ▶ DEMAND (self study)	
CME	3.5
Graduate Credits	3.5 Elective
Technology	Web link
Price	\$200 ACPE members / \$275 non-members

Using Technology for Knowledge Management

- Knowledge governance, cognitive fit, and knowledge engineering
- Technology in knowledge management: vendors vs. “home-grown” efforts
- Improve health care outcomes and economics

Mark Pierce, MD — *Parkview Health*

Mark Clare, MS, MA — *Parkview Health*

[Web link](#)

InterAct Express ON ▶ DEMAND (self study)	
CME	3.5
Graduate Credits	3.5 Elective
Technology	Web link
Price	\$200 ACPE members / \$275 non-members

Computerized Physician Order Entry (CPOE)

- Understand the benefits of a CPOE system
- Time and resources in implementing and maintaining CPOE
- Move from the conceptual stage to operation

Joseph Catapano, MD, MMM — *Solaris Health*

Marvin Eastlund, MD, FACOG — *Dupont Hospital*

[Web link](#)

InterAct Express ON ▶ DEMAND (self study)	
CME	3.5
Graduate Credits	3.5 Elective
Technology	Web link
Price	\$200 ACPE members / \$275 non-members

High Tech and High Reliability

- Standardization and the ability to make better decisions at the point-of-care
- How quality follows standardization and cost savings follow quality
- How collaborative efforts result in a realistic return on investment

Jeffrey Rose, MD — *Ascension Health*

[Web link](#)

InterAct Express ON ▶ DEMAND (self study)	
CME	3.5
Graduate Credits	3.5 Elective
Technology	Web link
Price	\$200 ACPE members / \$275 non-members

Introduction to Governance for Medical Groups

- Key responsibilities of board members
- Performance and behavioral standards
- Threats and opportunities in the environment

Michael Guthrie, MD, MBA, FACPE — *University of Colorado*

[Web link](#)

	InterAct Express ON ▶ DEMAND (self study)
CME	2
Graduate Credits	Not Applicable
Technology	Web link
Price	\$150 ACPE members / \$225 non-members

Pay for Performance

- Role of patient satisfaction
- IT investment
- Process standards vs. outcomes measures as a means to measure quality

Sarah Freyman Fontenot, BSN, JD — *Trinity University*

[Web link](#)

	InterAct Express ON ▶ DEMAND (self study)
CME	5.5
Graduate Credits	Not Applicable
Technology	Web link
Price	\$300 ACPE members / \$375 non-members

The Science of High Reliability

- Analyze pitfalls in Managed Care Contracts
- Address potential liabilities with “Boutique Medicine”
- What needs to be included in any physician employment contract

Craig Clapper, PE, CQM — *Healthcare Performance Improvement*

Jeff Norton, MSME — *University of Kentucky*

[USB Flashdrive](#) / [Booklet of Slides](#) / [Web link](#)

	InterAct Express ON ▶ DEMAND (self study)
CME	10
Graduate Credits	Graduate: Elective
Technology	USB Flashdrive / Web link
Price	\$575 ACPE members / \$675 non-members

What’s New in Credentialing & Privileging

- Telemedicine privileges
- Privileging issues pertaining to allied health practitioners

Susan Lapenta, JD — *Horty, Springer & Mattern*

[Web link](#)

	InterAct Express ON ▶ DEMAND (self study)
CME	3.5
Graduate Credits	Not Applicable
Technology	Web link
Price	\$200 ACPE members / \$275 non-members

ON ▶ **DEMAND**: InterAct Express courses are available online at time of purchase.

Taming Disruptive Behavior

- Master difficult conversations
- Find out how counseling stops inappropriate behavior
- Clearly communicate and carry out consequences

Gerald Hickson, MD — *Vanderbilt University Medical Center*

Alexandria Polles, MD — *Professional Enhancement Program*

Phillip Hemphill, LCSW — *Pine Grove*

USB Flashdrive / Booklet of Slides / Web link

	InterAct Express ON DEMAND (self study)
CME	5.5
Graduate Credits	Not Applicable
Technology	USB Flashdrive / Web Link
Price	\$375 ACPE members / \$425 non-members

Leadership Skills for Medical Staff Officers

Medical Staff Leadership and Credentialing & Privileging

Al Fritz, MHA

Gain the skills to be a more effective leader including the importance of masterfully approaching credentialing.

Effective Meetings & Organizational Politics

Roger Schenke, MBA, FACPE

Learn the practical side of running meetings and how to use organizational politics in a positive way.

	CME	Price
Credentialing and Privileging	7.5	\$335 ACPE Members \$375 non-members
Meetings & Organizational Politics	3.5	\$170 ACPE Members \$190 non-members
Hospital Finance	3.5	\$170 ACPE Members \$190 non-members
Quality and Patient Safety	3.5	\$170 ACPE Members \$190 non-members

CD(s) / Booklet of Slides / Web link

Hospital Finance for Medical Staff Officers

Mark Covaleski, PhD, CPA — *University of Wisconsin*

Expand your knowledge of financial statements, strategic plans, and the operating budget.

Quality and Patient Safety

Robert Marder, MD — *The Greeley Company*

Identify and clarify the roles of physician leaders in reducing medical errors and establishing quality of care.

	InterAct Express ON DEMAND (self study)
CME	18
Graduate Credits	Not Applicable
Technology	CD(s) / Web link
Price	\$400 ACPE members / \$475 non-members



up to \$70 when you order the complete program

Physicians & Hospitals: Proven Techniques to Optimize the Relationship

- View approaches for integrating hospitals and physicians
- Specific strategies for developing connections
- Apply tools for managing the relationships between critically needed, highly diverse healthcare perspectives

Ed O'Connor, PhD — *Implementation Institute*

[USB Flashdrive](#) / [Booklet of Slides](#) / [Web link](#)

InterAct Express ON ▶ DEMAND (self study)	
CME	7
Graduate Credits	Not Applicable
Technology	USB Flashdrive / Web link
Price	\$375 ACPE members / \$425 non-members

Mastering the Basics of Health Care Finance

- Budgeting
- Accounting for health care organizations
- Managing costs
- Capital budgets

Steven Finkler, PhD, CPA — *New York University*

[Web link](#)

InterAct Express ON ▶ DEMAND (self study)	
CME	4
Graduate Credits	Not Applicable
Technology	Web link
Price	\$225 ACPE members / \$300 non-members

Follow the Money: Financial Management Series

The program includes 4 modules that can be taken individually or purchased as a complete program at a discount.

Assessing Financial Performance Budgeting

Process Improvement Ethics and Corporate Compliance

Steven Finkler, PhD, CPA — *New York University*

[Web link](#)

	CME	Price
Assessing Financial Performance	1	\$100 ACPE Members \$175 non-members
Budgeting	4.5	\$400 ACPE Members \$700 non-members
Process Improvement	3.5	\$400 ACPE Members \$700 non-members
Ethics and Corporate Compliance	2	\$200 ACPE Members \$350 non-members



up to \$70 when you order the complete program

InterAct Express ON ▶ DEMAND (self study)	
CME	11
Graduate Credits	Not Applicable
Technology	Web link
Price	\$650 ACPE members / \$800 non-members

ON ▶ **DEMAND**: InterAct Express courses are available online at time of purchase.

Financial Decision Making

24 CME \$1350 members/\$1500 non-members • CD

- September 3 – October 14, 2010
- October 29 – December 9, 2010
- January 14 – February 24, 2011
- March 4 – April 14, 2011
- May 6 – June 16, 2011
- September 9 – October 20, 2011
- November 4 – December 15, 2011

Express (self study) CD only

- 12 CME \$750 /\$900
- 12 CME Online Session only \$600 /\$750

Managing Physician Performance

24 CME \$1350 /\$1500 • DVD

- September 10 – October 21, 2010
- December 10-January 20, 2011
- March 18 – April 28, 2011
- June 24 – August 4, 2011
- September 9 – October 20, 2011
- December 9 – January 19, 2012

Express (self study) DVD

- 13 CME \$750 /\$900
- 11 CME Online Session only \$600 /\$750

Three Faces of Quality

24 CME \$1350 /\$1500 • USB Flash Drive

- September 17 – October 28, 2010
- February 11 – March 24, 2011
- May 6 – June 16, 2011
- July 22 – September 1, 2011
- September 30 – November 10, 2011

Express (self study) USB Flash Drive

- 13 CME \$750 /\$900
- 11 CME Online Session only \$600 /\$750

Health Law

14 CME \$675 /\$750 • DVD

- October 22- November 11, 2010
- February 4 – 24, 2011
- April 29 – May 19, 2011
- August 5 – 25, 2011
- October 14 – November 3, 2011

Express (self study) DVD

- 8 CME \$375 /\$450
- 6 CME Online Session only \$300 /\$375

Ethical Challenges

12 CME \$675 /\$750 • CD

- October 8-29, 2010
- January 14 – February 3, 2011
- June 10 – 30, 2011
- October 14 – November 3, 2011

Express (self study) CD only

- 5 CME \$375 /\$450
- 7 CME Online Session only \$300 /\$375

Physician in Management Seminar

- Full Seminar (Express Only) DVD or USB Flash Drive
35 CME • \$1400 members/\$1475 non-members

Individual Modules		Members/ non-members
○ Marketing	7 CME	\$305/\$320
○ Negotiation	7 CME	\$305/\$320
○ Power and Influence	7 CME	\$305/\$320
○ Finance	7 CME	\$305/\$320
○ Communication Skills	3.5 CME	\$155/\$160
○ Management Skills	3.5 CME	\$155/\$160

ACPE's Keystone:

The Blueprint for High Performance

InterAct Express (self study) USB Flash Drive

- 17 CME • \$850 members/\$900 non-members

MetaLeadership:

Removing Barriers & Building Bridges

InterAct Express (self study) USB Flash Drive

- 9 CME • \$450 members/\$525 non-members

Pay for Performance

InterAct Express (self study) Web link

- 5.5 CME • \$300 members/\$375 non-members

Stark Regulations: Prohibitions and Guidance to the Future

InterAct Express (self study) Web link

- 3 CME • \$195 members/\$295 non-members

Contracts: What Do You Need to Know?

InterAct Express (self study) Web link

- 1 CME • \$75 members/\$150 non-members

Business Plans

InterAct Express (self study) Web link

- 5.5 CME • \$300 members/\$375 non-members

Information Technology Courses

InterAct Express (self study) Web link

3.5 CME • \$200 members/\$275 non-members

- IT and Knowledge Management
- Successful IT Change Management
- Computerized Physician Order Entry(CPOE)
- High Tech and High Reliability

The Science of High Reliability

InterAct Express (self study) USB/Flash Drive

- 10 CME • \$575 members/\$675 non-members

Follow the Money:

Financial Management Series

- Complete Program (self study) Web link
11 CME • \$650 members/\$800 non-members

Individual Modules		Members/ non-members
○ Assessing Financial Performance	1.0 CME	\$100/\$175
○ Budgeting	4.5 CME	\$400/\$700
○ Process Improvement	3.5 CME	\$400/\$700
○ Ethics & Corporate Compliance	3.5 CME	\$400/\$700

Leadership Skills for Medical Staff Officers

- Full Program (InterAct Express Only) CD
18 CME • \$400 members/\$475 non-members

Individual Modules		Members/ non-members
○ Credentialing	7.5 CME	\$335/\$375
○ Meetings	3.5 CME	\$170/\$190
○ Hospital Finance	3.5 CME	\$170/\$190
○ Quality & Patient Safety	3.5 CME	\$170/\$190

Physicians & Hospitals: Proven Techniques to Optimize the Relationship

InterAct Express (self study) USB Flash Drive

- 7 CME • \$375 members/\$425 non-members

Taming Disruptive Behavior

InterAct Express (self study) USB Flash Drive

- 5.5 CME • \$375 members/\$425 non-members

What's New in

Credentialing and Privileging

InterAct Express (self study) Web link

- 3.5 CME • \$200 members/\$275 non-members

Introduction to Governance for Medical Groups

InterAct Express (self study) Web link

- 2 CME • \$150 members/\$225 non-members

Mastering the Basics of Health Care Finance

InterAct Express (self study) Web link

- 4 CME • \$225 members/\$300 non-members



American College of Physician Executives
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American College of Physician Executives

The Home for Physician Leaders

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Via Internet:

ACPE.org/catalog

Accreditation The American College of Physician Executives (ACPE) is accredited by the Accreditation Council for Continuing Medical Education to provide continuing education for physicians.

Designation The American College of Physician Executives (ACPE) designates these educational activities as AMA PRA Category 1 Credit™. Physicians should only claim credit commensurate with the extent of their participation in the activity.