This course introduces you to the field of healthcare economics. During the course, you will learn the concepts and principles of microeconomics as they apply to healthcare. You will explore why and how healthcare differs from other markets. Topics to be covered include the cost of health care, funding of health care, and government regulation. In addition, there is a focus on behavioral economics and emerging trends in multiple health care settings.

Prerequisite(s)
None.

Course Outline

All the outlined topics below have been incorporated into the course modules and may not follow the sequence listed.

1. Overview and Context of Healthcare Economics
   A. Focus of healthcare economics
   B. Size and scope of healthcare economics in the U.S.
   C. How healthcare differs from other economic markets

2. Microeconomics and Healthcare
   A. Supply and Demand
      1. Conceptual Framework
      2. Production and Market Supply in Healthcare
      3. Demand by Healthcare Consumers
      4. Supply and Demand Shifters
   B. Analytical Tools
      1. Functions and Curves
      2. Elasticities
      3. Break Even Analysis
      4. Cost Benefit Analysis
      5. Regression Analysis

3. Cost of Healthcare
   A. Production Cost
   B. Technology
   C. Healthcare Cost in Theory and Practice
   D. Cost Shifting

4. Key Stakeholders in Healthcare Economics
   A. Hospitals and Long Term Care
   B. Physicians
   C. Healthcare Labor Markets
   D. Government
   E. Healthcare Consumers

5. Payment Systems in Healthcare
   A. Government Health Insurance
   B. Private Health Insurance
   C. Issues of the Uninsured and Underinsured
D. Pay for Performance
6. Emerging Trends
   A. Regulation and Technical Change
   B. Healthcare Reform
   C. Changing Demographics
   D. Labor Market Issues
   E. Economic Sustainability

## Outcomes

Upon completion of this course, students should be able to:

1. Analyze current healthcare events using classic economics, behavioral economics, and measurement tools
2. Compare and contrast the healthcare economy with other sectors of the economy.
3. Explain how financing sources (public and private) influence healthcare markets, costs, supply, demand, and regulations.
4. Define how economic factors influence quality and value in healthcare.
5. Apply economic principles and theories to current issues in healthcare delivery from the perspective of a healthcare manager.
6. Examine how healthcare managers forecast and respond to external markets, payers, and regulatory changes.

## Deliverables

Click [here](https://my.excelsior.edu/web/syllabus-library/8-week-term-schedule) to view the 8 week Term Schedules.

Click [here](https://my.excelsior.edu/web/syllabus-library/15-week-term-schedule) to view the 15 week Term Schedules.

## Course Schedule

Weeks start on Monday, 12:01 AM ET and end on Sunday, 11:59 PM ET, US.

Unless otherwise noted, all assigned items are due at the end of the module (by 11:59PM, Sunday).

<table>
<thead>
<tr>
<th>Week</th>
<th>Module &amp; Title</th>
<th>Reading</th>
<th>Assignments</th>
<th>Online Discussions</th>
<th>Course Outcomes Related to this Module</th>
</tr>
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</table>

2 of 13
<table>
<thead>
<tr>
<th>Week</th>
<th>Module &amp; Title</th>
<th>Reading</th>
</tr>
</thead>
</table>
| 1    | Module 1: Introduction to Healthcare Economics | Read:  
- Module Notes  
View  
<p>|      | Assignments | Online Discussions | Course Outcomes Related to this Module |
|      | Introduction: Getting Started | M1D1: Economic decisions on costs | 2, 4, 5 |</p>
<table>
<thead>
<tr>
<th>Week</th>
<th>Module &amp; Title</th>
<th>Reading</th>
<th>Assignments</th>
<th>Online Discussions</th>
<th>Course Outcomes Related to this Module</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>Module 2: The Healthcare Delivery &amp; Financing Systems</td>
<td>Read: Required</td>
<td>M2A1: Choose a topic for M7 Topic Presentation</td>
<td>M2D1: Real World Economics</td>
<td>3, 5, 6</td>
</tr>
</tbody>
</table>

**Reading**

- Module Notes
- Textbook, Chapters 2 & 3
- Read Questions and Answers About Health Insurance by Agency for Healthcare Research and Quality (AHRQ)

**View:** Required

- Health Insurance Explained: The YouToons Have it Covered by KaiserEDU
- Medicaid: The Basics by KaiserEDU
- Medicare 101: The Basics by KaiserEDU

**Listen or read:** Required

- PR, N. (2013, October 3). Indiana’s healthcare systems generate a $31.3 billion economic impact to the State. PR Newswire US. [Note: this has audio and transcript]
<table>
<thead>
<tr>
<th>Week</th>
<th>Module &amp; Title</th>
<th>Reading</th>
</tr>
</thead>
</table>
| 3    | Module 3: Healthcare Costs & Pricing | Read: Required  
  - Module Notes  
  - Textbook, Chapters 5, 6, & 12  
  - Note: Harvard Business Review does not allow permalinks to be used in online courses. See user tip sheet.  
  - M3A1: Case Study: Price Discrimination in Practice  
  - M3D1: National Healthcare Costs | Online Discussions | Course Outcomes Related to this Module |
<p>|      |                                |                                                                        |                                                                        | 1, 3, 5, 6 |</p>
<table>
<thead>
<tr>
<th>Week</th>
<th>Module &amp; Title</th>
<th>Reading</th>
<th>Assignments</th>
<th>Online Discussions</th>
<th>Course Outcomes Related to this Module</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>Module 4: Healthcare Supply and Demand</td>
<td>Read: Required</td>
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<td></td>
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<tr>
<td></td>
<td></td>
<td>- Module Notes</td>
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<tr>
<td></td>
<td></td>
<td>- Lee Textbook; Chapter 7, 8, 9 &amp; 10</td>
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<tr>
<td></td>
<td></td>
<td>View: Required</td>
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<tr>
<td></td>
<td></td>
<td>- Films on Demand. (2014). Economist Robert Graboyes on How to Grow the Supply of Health Care [09:03 min]</td>
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<tr>
<td></td>
<td></td>
<td>Continue work on your presentation due in Module 7.</td>
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<tr>
<td></td>
<td></td>
<td>M4D1: Economic Realizations in Health Care</td>
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<tr>
<td></td>
<td></td>
<td>1, 3, 4, 5, 6</td>
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</tr>
<tr>
<td>Week</td>
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<td>Reading</td>
<td>Assignments</td>
<td>Online Discussions</td>
<td>Course Outcomes Related to this Module</td>
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</tbody>
</table>
| 5    | Module 5: Maximizing Profits, Competitive Markets, & Regulation | Read: Required  
- Module Notes: Is Regulation Stifling our Profits and Markets in Health Care?  
- Lee Textbook: Chapters 11, 16, & 17  
View: Required  
<table>
<thead>
<tr>
<th>Week</th>
<th>Module &amp; Title</th>
<th>Reading</th>
<th>Assignments</th>
<th>Online Discussions</th>
<th>Course Outcomes Related to this Module</th>
</tr>
</thead>
</table>
| 6    | Module 6: Healthcare Risk Management & Cost Analysis | Read: Required  
- Module Notes  
- Lee Textbook, Chapters 4 & 14  
|      |                | View: Required  
<table>
<thead>
<tr>
<th>Week</th>
<th>Module &amp; Title</th>
<th>Reading</th>
<th>Assignments</th>
<th>Online Discussions</th>
<th>Course Outcomes Related to this Module</th>
</tr>
</thead>
</table>
| 7    | Module 7: Market Power & Health Care Incentives | Read: Required  
- Module Notes  
- Lee Textbook; Chapter 13 & 15  
|      | View: Required  
- Leading the Health Care Sector To Sustainability 08:36  
- QA: Healthcare and Global Competition (06:09)  
- QA: Insurance Conflict of Interest (03:59)  
- Episode 16: Elasticity of Demand [09:34 min] | | | |
<table>
<thead>
<tr>
<th>Week</th>
<th>Module &amp; Title</th>
<th>Reading</th>
<th>Assignments</th>
<th>Online Discussions</th>
<th>Course Outcomes Related to this Module</th>
</tr>
</thead>
</table>
| 8    | Module 8: The Future of Healthcare, Economically Speaking | Read: Required  
- Module Notes: The Role of an Administrator in an Economic World  
- Global Health Care Overview (02:38) © (2010).  
- Urbanization and Health (01:46) © (2010).  
## Evaluation

### Grade Ranges

<table>
<thead>
<tr>
<th>Grade</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>90-100%</td>
</tr>
<tr>
<td>B</td>
<td>80-89%</td>
</tr>
<tr>
<td>C</td>
<td>70-79%</td>
</tr>
<tr>
<td>D</td>
<td>60-69%</td>
</tr>
<tr>
<td>F</td>
<td>below 60%</td>
</tr>
</tbody>
</table>

### Breakdown

<table>
<thead>
<tr>
<th>Activity/Assessment</th>
<th>% of final grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>Discussions</td>
<td>30%</td>
</tr>
<tr>
<td>Written Assignment:</td>
<td></td>
</tr>
<tr>
<td>Case Studies (2)</td>
<td>40%</td>
</tr>
<tr>
<td>Written Assignment:</td>
<td></td>
</tr>
<tr>
<td>Final Presentation</td>
<td>30%</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
</tr>
</tbody>
</table>

### RUBRICS USED IN THIS COURSE:

- SHS Discussion Rubric
- HSC 450 Case Study Rubric
- HSC 450 Final Presentation Rubric

### Criteria

**COURSE REQUIREMENTS**

**Course Activities:**

Before beginning your course work, be sure to review the Excelsior College Guidelines for Online Interaction (a.k.a. Online Etiquette or "Netiquette"). If you have any questions regarding these guidelines, please feel free to direct them to your instructor.

**Management Case Study - 40% (20% each case)**
You will complete two Case Studies. After reading the case from the textbook, you will compose a two-page case study report follow APA format. Please review the HSC 450 Case Study Rubric.

**Manager’s Economic Proposal - 30%**
In Module 2 you will select a topic of your choice for instructor approval. You will choose an area of interest in sustainability. Areas may include environmental, community benefits, employee engagement; you will then complete and submit a presentation in module 7. Please review the HSC 450 Final Presentation rubric.

**Class Discussions - 30%**
The course discussions serve as a way to gauge your understanding of the module topic as well as to facilitate an open
discussion with fellow students and your instructor. You are responsible for participating in each discussion, which will be graded on discussion content, quality, and frequency of discussion posts. Once the discussion board is closed, you will not be able to post for grade credit. Any missed discussions will be taken into consideration when calculating grades. Please see your discussion rubric to understand what is expected of you.

By registering for a web-based course, you have made a commitment to participate regularly with your instructor and other students in online discussions. You will be expected to use online course tools (Discussions and Chat rooms) to interact with your peers and work collaboratively to improve your understanding of underlying course ideas and issues.

To lessen the risk of losing your work, do not write major discussions directly into a discussion posting. Instead, compose and check your work in other software (such as Microsoft Word) and then use the Create Message button and copy and paste your text into the new posting.

**Course Policies**

**Late Assignment Policy**

Prior authorization from your faculty is required for late submissions. The first late submission may be accepted without penalty, with prior approval. The second submission may be subject to grade deduction of 5 points. Any subsequent assignments submitted late will receive a grade of zero. Extenuating circumstances will be considered.

**Late Exam/Quiz Policy**

All exams and quizzes must be completed by Sunday at midnight, EST (Eastern Standard Time). No credit will be received if exam/quiz is not completed by this time. Contact your instructor if you are not able to meet this deadline due to extenuating circumstances.

**Written Assignments**

The most current APA guidelines must be adhered to for formatting in-text citations and the reference list. Specific written assignments may require adherence to additional APA formatting guidelines.

**Discussions**

Thoughts that you obtain from other sources and share in your discussion posts must include reference information.

**Plagiarism:**

Excelsior College has given you access to Turnitin.com, our plagiarism prevention company. Using Turnitin.com can serve as a learning experience and is an opportunity for you to be able to submit your scholarly papers to Turnitin.com on your own, get your results, and correct any problems before submitting them in the Assignment area within this course. Once you have submitted your paper keep checking your inbox for the results of your submission (will not be e-mailed to you). If you have high matching text, you should correct the areas of the paper that warrant attention. You will be able to resubmit the paper after a 24-hour period and continue to resubmit every 24 hours until you are satisfied with your results.

You will receive an email from Turnitin telling you that you are enrolled in the class and giving you your user name and password. If for some reason you do not get an email from Turnitin, or you inadvertently delete it, your user ID will be your email address. You can go to Turnitin.com and click on "Forgot Your Password" to reset password and gain access.

Please make sure that your paper gets at least a green color code, indicating low matching text. We submit most assignments to Turnitin.com to check for high matching text or indications of plagiarism.

**NOTE:** Turnitin is using the e-mail address that Excelsior College currently has in our system. This e-mail address will be your user ID for Turnitin.com.
COURSE PARTICIPATION:

Weekly course participation is required. Please see the Student Participation Policy (https://info.excelsior.edu/student-policies/student-participation-policy-for-online-courses/) for more details.

Instructor Participation

Your instructor will:

- Post a welcome message during the first 24 hours of the course.
- Schedule real time office hours through the chat room and/or by individual appointment.
- Communicate with you through the Blackboard communication tools, including internal course messaging.
- Respond to student communications within two business days.
- Log into the course to review and participate at least three different days a week in 15-week courses, or four different days a week in 8-week courses.
- Provide you with formative feedback midway through the course based on work submitted to that point.
- Grade all formative assignments within 7 business days in 15-week courses and 4 business days in 8-week courses, and will grade final summative work within 5 business days after the end of the term.

POLICIES

You are responsible for being familiar with all the policies that are related to your activity in this course. Complete information on Excelsior College policies can be found in the Course Information area or by visiting www.excelsior.edu/policies.

All student work in this course may be submitted to plagiarism detection software. The reports from this software may be used as evidence in support of disciplinary actions. Please see the policy on Academic Honesty (https://info.excelsior.edu/student-policies/academic-honesty/) for more details.