



# The Physician Manager's Handbook: Essential Business Skills for Succeeding in Health Care

*Robert J. Solomon*

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Physicians are increasingly taking on new roles as executives and managers in today's health care delivery system. As such, management skills should be an essential part of every physician's repertoire. Physicians who don't possess business skills are less able to provide their patients with the highest levels of clinical care. The Physician Manager's Handbook: Essential Business Skills for Succeeding in Health Care, Second Edition provides MBA-level business skills in core business areas, all illustrated with cases and examples to demonstrate how to implement the methods discussed in the text. Complete with sophisticated and practical approaches to health system management and leadership problems encountered by physicians, this text is an ideal resource every physician manager needs to succeed on the business level. Provides MBA-level business skills in management, marketing, finance, evaluating and leading employees, negotiation, and quality improvement.

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