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at TEDxBoulder Health Care -  
Competition in the health care  
industry Michael Porter on \"Value  
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**Elizabeth Teisberg Co-Author**  
**Re-defining Healthcare** A Self-  
Care Action Plan Getting Things  
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*Michael Porter, Innovation  
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, GCF 2011 - 01 -25 . What is  
Strategy? Value in Healthcare - A  
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"Redefining Health Care" lays out a breakthrough framework for redefining health care competition based on patient

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value over the full cycle of care -  
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Value-based Competition on Results. Redefining Health Care. : Michael E. Porter, Elizabeth Olmsted Teisberg. Harvard Business Press, Apr 24, 2006 - Business & Economics - 528 pages. 2 Reviews. The U.S. health care system is in crisis. At stake

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are the quality of care for millions of Americans and the financial well-being of individuals and employers squeezed by skyrocketing premiums—not to mention the stability of state and federal government budgets.

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Porter and Teisberg have a convincing, indeed compelling argument in support of value-based competition on results in health care within a system which is "ripe for change"...and change



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for the better but not for the costlier if competition in health care is redefined and then conducted as Porter and Teisberg advocate.

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Professor Michael E. Porter  
Harvard Business School. National  
Association of Chain Drug Stores  
Annual Meeting May 2, 2006. This  
presentation draws on a  
forthcoming book with Elizabeth  
Olmsted Teisberg (Redefining  
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Based Competition on Results,  
Harvard Business School Press).

Earlier publications about the  
work include the Harvard  
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After analysing what has gone  
wrong in the US the authors

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propose that “value-based competition” is needed: namely, competition that is based on the value that patients attach to good outcomes of care; and competition not between conventional hospitals and insurance companies but

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between integrated practice units (IPUs), services that provide end to end care for patients with, for example, cystic fibrosis or heart disease.

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Results This article has no abstract; the first 100 words appear below. Virtually all of us are frustrated by the high costs and...

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Porter, Michael E., and Elizabeth O. Teisberg. Redefining Health Care: Creating Value-Based Competition on Results. Boston: Harvard Business School Press, 2006 ...

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Results Michael E. Porter and

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Elizabeth Olmsted Teisberg

Harvard Business School Press

In this volume, Porter and Teisberg examine health care issues in three broad areas: "The first is the cost of and access to health insurance. The second is standards for coverage, or the

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types of care that should be covered by insurance versus being the responsibility of the individual.

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breakthrough framework for redefining health care competition based on patient value. With specific recommendations for hospitals, doctors, health plans,...

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Attaining "value" for patients must become the general goal of healthcare provision. This value is defined as the health results obtained for each monetary unit

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*Redefining Health Care: Creating Value-Based Competition ...*

In 2006, Michael Porter published the book *Redefining Health Care:*

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Creating Value-Based  
Competition On Results, which set  
in motion the transition to a  
system of Value-Based  
Healthcare (VBHC). VBHC has  
since become a hot-button issue  
in the healthcare sector, with  
many organisations struggling

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with the question of where to start and how to make the value of healthcare even more transparent.

*What is Value Based Healthcare?  
Read about Michael Porters ...*

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