



Creating business

When you need everyone to understand the flow of resources in a business *value*

Make the most of the assets in your organization. Apples & Oranges™—Health Care is designed to help employees at any level understand the basics of business finance, as well as the critical importance of capacity utilization on the bottom line. Discover how investments in internal systems, cross functional expertise, shorter decision making paths, faster service, better planning and lower fixed cost contribute to the financial success of a health care organization.

Who Should Attend?

Employees at any level of a health care organization.

Key Learning Points Include

- Two ways to increase revenue without raising prices, adding to staff, or working overtime.
- How even small changes in capacity utilization can increase results.
- Understanding the income statement and a balance sheet.
- Understanding key performance ratios.

How Does it Work?

Apples & Oranges™—Health Care is a 4 to 6 hour simulation where people work in teams to manage a typical health care organization. Each of the teams runs a business and makes decisions about staff development, capacity utilization, speeding up service and payments, reducing costs and serving patients to maximize utilization of resources. They must also determine the impact of these changes on the income statement, balance sheet, and key performance ratios.

Help everyone see the drivers for improved financial performance in health care organizations

The simulation runs the course of three fiscal “years”. At the end of each year, participants analyze the results and make changes to improve financial performance. They run the organization incorporating these changes and record the results on the income statement and balance sheet and re-calculate the key performance ratios. After the simulation is completed, the learning is applied to the participants real time work unit.



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After Apples & Oranges–Health Care...

Everyone will be able to contribute directly to financial and performance goals in the organization. They will see how capacity utilization can be measured and managed in line with the strategy. In addition, continuous improvement and learning can be effectively supported to ensure long-lasting results in line with the overall strategy and mission.

Generate ideas and enthusiasm through an understanding of health care management

Discover for Yourself

Strengthen everyone's business sense and start profiting today! Apples & Oranges can be customized for your business, and is available in several other versions, including: manufacturing, knowledge, service and distribution. Call your Celemi Solution Provider for a demonstration or more information.

Also by Celemi: Tango, Decision Base™, Project Management and Livon™



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