

The Profit Motive And Patient Care: The Changing Accountability Of Doctors And Hospitals (Twentieth Century Fund Report)

DIvIn America today, a public official's lawful income consists of a salary. But until a century ago, the law frequently authorized officials to make money on a profit-seeking basis. Prosecutors won a fee for each defendant convicted. Tax collectors received a cut of each evasion uncovered. Naval officers took a reward for each ship sunk. The list goes on. This book is the first to document American government's "for-profit" past, to discover how profit-seeking defined officials' relationship to the citizenry, and to explain how lawmakers—by banishing the profit motive in favor of the salary—transformed that relationship forever./div

The American health care industry has undergone such dizzying transformations since the 1960s that many patients have lost confidence in a system they find too impersonal and ineffectual. Is their distrust justified and can confidence be restored? David Dranove, a leading health care economist, tackles these and other key questions in the first major economic and historical investigation of the field. Focusing on the doctor-patient relationship, he begins with the era of the independently practicing physician—epitomized by Marcus Welby, the beloved father figure/doctor in the 1960s television show of the same name—who disappeared with the growth of managed care. Dranove guides consumers in understanding the rapid developments of the health care industry and offers timely policy recommendations for reforming managed care as well as advice for patients making health care decisions. The book covers everything from start-up troubles with the first managed care organizations to attempts at government regulation to the mergers and quality control issues facing MCOs today. It also reflects on how difficult it is for patients to shop for medical care. Up until the 1970s, patients looked to autonomous physicians for recommendations on procedures and hospitals—a process that relied more on the patient's trust of the physician than on facts, and resulted in skyrocketing medical costs. Newly emerging MCOs have tried to solve the shopping problem by tracking the performance of care providers while obtaining discounts for their clients. Many observers accuse MCOs of caring more about cost than quality, and argue for government regulation. Dranove, however, believes that market forces can eventually achieve quality care and cost control. But first, MCOs must improve their ways of measuring provider performance, medical records must be made more complete and accessible (a task that need not compromise patient confidentiality), and patients must be willing to seek and act on information about the best care available. Dranove argues that patients can regain confidence in the medical system, and even come to trust MCOs, but they will need to rely on both their individual doctors and their own consumer awareness.

The Dichotomous Nture of Capitalism

The Value Motive

A Biologist Looks at the Profit Motive

Profit motive in a communist economy

The Pharmaceutical Industry and the NHS

Christianity and the Profit Motive

Most businesses are driven to maximize profit, but what does this drive really mean in action? In Profit Motive: What Drives the Things We Do economist Charles Sauer makes the case that identifying your own and others' "Profit Motives" provides the foundation for running a successful business, being an effective leader, a good consumer, and getting what you really want out of life. In this highly praised new treatise on economic behavior, Sauer examines how businesses make decisions in pricing and employment and how the search for long-term profit can mean adopting practices that may seem contrary to fundamental capitalist principles. But the Profit Motive analysis goes well beyond the realm of finance and corporate decision-making to explain how gaining a profit, or a benefit, is the motivating force behind an endless array of choices made by everyone from large organizations to individuals and their families—and everything in between.

In this highly acclaimed, provocative book, Robert Kuttner disputes the laissez-faire direction of both economic theory and practice that has been gaining in prominence since the mid-1970s. Dissenting voices, Kuttner argues, have been drowned out by a stream of circular arguments and complex mathematical models that ignore real-world conditions and disregard values that can't easily be turned into commodities. With its brilliant explanation of how some sectors of the economy require a blend of market, regulation, and social outlay, and a new preface addressing the current global economic crisis, Kuttner's study will play an important role in policy-making for the twenty-first century. "The best survey of the limits of free markets that we have. . . . A much needed plea for pragmatism: Take from free markets what is good and do not hesitate to recognize what is bad."—Jeff Madrick, Los Angeles Times "It ought to be compulsory reading for all politicians—fortunately for them and us, it is an elegant read."—The Economist "Demonstrating an impressive mastery of a vast range of material, Mr. Kuttner lays out the case for the market's insufficiency in field after field: employment, medicine, banking, securities, telecommunications, electric power."—Nicholas Lemann, New York Times Book Review "A powerful empirical broadside. One by one, he lays on cases where governments have outdone markets, or at least performed well."—Michael Hirsh, Newsweek "To understand the economic policy debates that will take place in the next few years, you can't do better than to read this book."—Suzanne Garment, Washington Post Book World

Continuing the Revolution

An Address

The Prosperity Dilemma

The Profit Motive by Anthony Flew

The Twilight of the Profit Motive

Reclaiming Our Lives from the Free Market

"We examine the evolving structure of the U.S. hospital industry since 1970, focusing on how ownership form influences entry and exit behavior. We develop theoretical predictions based on the model of Lakdawalla and Philipson, in which for-profit and not-for-profit hospitals differ regarding their objectives and costs of capital. The model predicts for-profits would be quicker to enter and exit than not-for-profits in response to changing market conditions. We test this hypothesis using data for all U.S. hospitals from 1984 through 2000. Examining annual and regional entry and exit rates, for-profit hospitals consistently have higher entry and exit rates than not-for-profits. Econometric modeling of entry and exit rates yields similar patterns. Estimates of an ordered probit model of entry indicate that entry is more responsive to demand changes for for-profit than not-for-profit hospitals. Estimates of a discrete hazard model for exit similarly indicate that negative demand shifts increase the probability of exit more for for-profits than not-for-profits. Finally, membership in a hospital chain significantly decreases the probability of exit for for-

profits, but not not-for-profits"--National Bureau of Economic Research web site.

In this penetrating analysis, Bradford Gray tackles the thorny issues surrounding the question of to whom and for what our physicians and hospitals are accountable. This book provides a careful evaluation of the mechanisms of accountability that have developed along with a growing profit orientation of health care, and it alerts us to keep a sharp eye focused on who is looking out for the interests of the patient.

The Prophet's Motive Bringing Morality Into Economics: Right Or Wrong

Profit Motive

A Study of the Profit Motive

The Profit Motive and the Public Interest

The Salary Revolution in American Government, 1780-1940

How to Prove a Profit Motive In Horsebreeding

This eloquent work speaks of the centrality of imagination in the life of the spirit. Ann and Barry Ulanov describe the imagination as a bridge between the psyche and the spirit. Using rich imagery drawn from literature, film, and their own experience as therapists, they unlock for us the healing power of our imagination. "Imagination heals by building a bridge sturdy enough to link us up, each of us, to the river of being already present in us, to the currents flowing through us and among us in our unconscious life". After describing this healing power of imagination, the authors go on to show how it is vital in the spiritual life: in preaching, prayer, teaching, counselling, and politics.

War Is a Racket is a famous anti-war book written by retired Major General Smedley Buter. In the book, Butler discusses how businesses profit from conflict.

The Profit Motive in Education

From Marcus Welby to Managed Care

Competition and the Profit Motive in the Hospital Industry

Against the Profit Motive

Safety at Work and the Profit Motive

Can the Profit Motive be Reconciled to Ethical Business Practice?

The UK government in common with the governments of many Western countries is in the midst of implementing policies to reform education. However, the government has, as a matter of principle, decided that profit-making schools cannot provide state-funded education even if they would lead to substantial improvements in quality. This monograph makes the case for widespread acceptance of the profit motive in education. It does so not by presenting statistics that demonstrate that profit-making organisations could drive up quality there is already a substantial literatueon this. Instead, the authors show how profit-making organisations could create an entirely new dynamic of entrepreneurship and innovation. As well as improving quality and reducing costs within existing models, such an approach could lead to the development of completely new ways ofproviding education. The authors of this monograph have a range of international experience. Many of them have run profit-making schools in countries more accepting of the profit motive than the UK, suchas Sweden. Others have struggled against the odds to participate in education reform programmes in the UK. Overall, this collection makes an important contribution to the international debate about education reform

THE PROFIT MOTIVETHE PROPHET'S MOTIVE is aligned with the Occupy Movement's concerns even though it was not specifically written for or about the movement. The book focuses on the main cause of economic disparity-the profit motive-and about bringing morality into the current world economic system-the prophet's motive-to change economic disparity. The unique flip-book design reflects the opposite nature of these two concepts. The profit motive says that the underlying reason for business is to make a profit, by nearly any means possible. And therein lies the problem of capitalism: It's a selfish system, and any system that's based on selfishness is bound to be either terribly unbalanced or fall entirely, just as in personal relationships. On the flip side is the prophet's motive. True prophets do not believe in profiting from what they perceive is a gift given them by God to share with the rest of the world. Prophets are more concerned with the human condition of the individual's soul or heart, and the prophet's motive is based on the Golden Rule: ". Do unto others as you would want others to do unto you." Unfortunately, this basic premise is often perverted to "He who has the gold rules." The Ten Commandments are based on the Golden Rule, as are so many of our laws, but this all goes out the window when it comes to finance. We have failed to intertwine morality and finance because we have embraced the profit motive rather than the prophet's motive. With colorful stories, both fictional and real, and practical steps for solutions to the problems we all face today, The Profit Motive/The Prophet's Motive is truthful, entertaining, serious, funny, controversial, enlightening, and challenging to our own perceptions of reality. The author, Leif P. Damstoft, wrote this book "as a way

to help direct the conversation of our nation and the world's current issues towards a more positive ends by using positive means. It's time for each of us to think about our part in this system and whether or not we can continue supporting this kind of injustice." ABOUT THE AUTHOR Leif P. Damstoft Sr. has lived in nNortheast Ohio all of his life. He has always been active in writing and in politics. Heard ran as a Democrat for the State Senate twice. He is also an accomplished guitarist and songwriter and has self-produced several CDs. He runs a sound and lighting company for local and national acts, and most recently his production company was used for the Music Is Art Festival in downtown Warren. He has two children, Leif Jr. and Katarina, and two grandchildren. Leif and his second wife, Jeanette, have been married a little over a year.

The Virtues and Limits of Markets

The Profit Motive and the Public Purse

The Healing Imagination

Everything for Sale

For-Profit Enterprise in Health Care

The Profit Motive

Our market system has evolved in line with capitalist philosophy, and at its heart is profit. But while profit can be a powerful motive, it is not always used responsibly and, in the worst cases, this can have damaging effects at a wider level. The calls for a corporate conscience grow louder, but no one has yet suggested an alternative to profit that people find as compelling. Profit is here and now. In this climate, the solution is to refine the profit motive, not replace it. We all value things, and we're all motivated by what we value. If value could replace the profit motive, it would reconcile the interests of CEOs, shareholders, citizens and government. Profits would still rise but at the same time society would gain value. This book is a call to manage for maximim value - to follow The Value Motive. Kearn's Endorsements "In 'The Value Motive,' Paul Kearn's clarifies the confusing concept of 'value' and shows how it can be used to transform thinking and action in organizations. Paul's books are always stimulating and controversial, and this one is no exception. If you are interested in creating more value in your organization and willing to have your existing mental models challenged, then you should read this book!" -Dean Spitzer, Performance Measurement Thought Leader, IBM Research, and author of "Transforming Performance

Measurement" USA "I have worked with a host of HR professional over the years. To date I know of noone that compares to Paul when it comes to presenting the issues and challenges of managing human capital and providing practical approaches for doing so. Like his past books, The Value Motive, brings clarity to a world of HR, which often is filled with disarray and recommendations that tend to be driven by political correctness rather than by the intent to produce value. Paul's discussion of value as a driving force in organizations (in addition to profit) brings together the worlds of for and not for profit organizations. It also provides an overarching theme that includes the best interest of all stakeholders, customers, community and shareholders alike. This certainly represents a very much needed approach." -Finnur Oddsson, Ph.D., Director of MBA Programs & Executive Education, Reykjavik

University, Iceland "This is a timely, forward-looking, and convincing exposition delving into why value is a better determination of sustained ROI than profit. Paul provides simple, yet valid methodology regarding how much value is added by any organizational activity. His writings are a must for anyone measuring the true effectiveness of people development, an organization's primary value-added activity." -Tery Tennant, Attainment, Inc, USA

The first few chapters of the book help you realize what you think about and which of your thoughts are part of your own money making process. Mid way into the book, you read about how to choose the most economical courses for moneymaking actions. Several more chapters show how to apply management decision making techniques for greater efficiency. Other chapters show you how to be a constant money making generator.

The Changing Accountability of Doctors and Hospitals

Addicted to Profit

What Drives the Things We Do

The Economic Evolution of American Health Care

The Profit Motive and Patient Care

Will our addiction to profit destroy the world we live in? The profit motive now exercises an effective tyranny over our lives: in the private as well as the public sector, nowhere seems immune from its reach. International tycoons, economists and politicians are obsessed with economic growth. Yet, as Stuart Sim shows, the pursuit of excessive profit brought the world to the brink of economic chaos in the recent credit crisis and threatens us with environmental disaster as well. Despite this, neoliberalism still sets the agenda for economic policy in the West. Sim suggests various 'act up' strategies so that we might resist becoming slaves to personal gain and, in doing so, he demonstrates that life needn't be all about profit.

"This book is] the most authoritative assessment of the advantages and disadvantages of recent trends toward the commercialization of health care," says Robert Pear of The New York Times. This major study by the Institute of Medicine examines virtually all aspects of for-profit health care in the United States, including the quality and availability of health care, the cost of medical care, access to financial capital, implications for education and research, and the fiduciary role of the physician. In addition to the report, the book contains 15 papers by experts in the field of for-profit health care covering a broad range of topics—from trends in the growth of major investor-owned hospital companies to the ethical issues in for-profit health care. "The report makes a lasting contribution to the health policy literature."--Journal of Health Politics, Policy and Law.

A Summary of the Current State of Research

Business Or Hobby?

Hearings Before the Subcommittee on Health of the Committee on Ways and Means, House of Representatives, One Hundred Third Congress, First Session

War Is a Racket

Is There a Satisfactory Substitute for the Profit Motive?

(chapter IV of the Forthcoming Book Price-making in a Democracy)