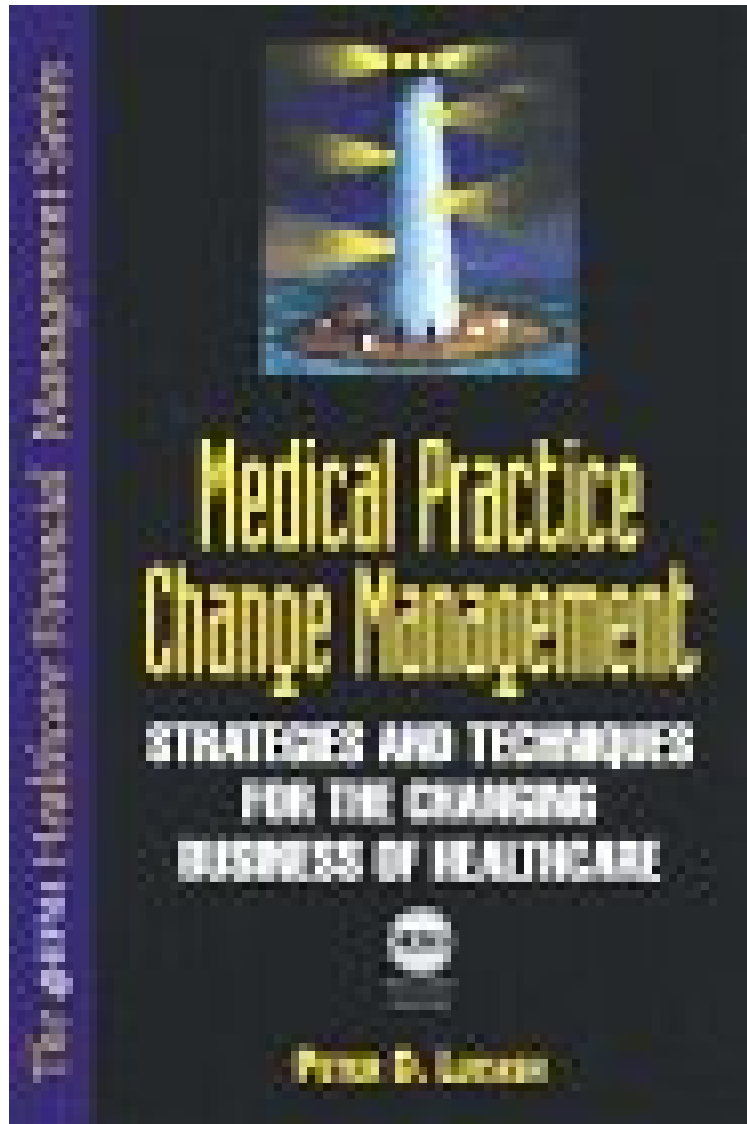


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This handbook aims to help physicians and other medical care providers manage their practices after the managed care contract has been signed. The provisions of managed care contracts create new and different roles and responsibilities for all of the functional areas of a practice. This text attempts to address these issues, looking at such topics as linking solutions to the new and evolving roles and responsibilities of a practice, financial issues such as payment mechanisms, cost accounting, financial reporting and cost management, and corporate strategy and marketing.