



# Managed Care Contracting: A Guide for Health Care Professionals

*Wendy Knight*

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## **Managed Care Contracting: A Guide for Health Care Professionals** Wendy Knight

Discusses the steps involved in managed care contract negotiating for physicians, dentists, pharmacists, and other health care providers. Examines the processes, strategies, and tools for negotiations. Assumes a basic understanding of managed care. 27 U.S. contributors.

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