# Medicine for Managers

## Prof. Giuseppe Tringali (coordinator of the integrated course); Prof. Gianfranco Damiani

***COURSE AIMS AND INTENDED LEARNING OUTCOMES***

The aim of the course is to provide students with the basic tools for critically interpreting the components and the organisational and economic dynamics of health facilities and pharmaceutical companies, with reference to both the national and European framework. It also aims to provide students with the knowledge and skills to identify opportunities at the strategic, managerial and operational level in order to integrate the culture of economic governance and the self-determination of health professionals, consistently aligning the satisfaction of patient, community, healthcare professional, administrator and regulatory-system manager needs.

At the end of the course, students will be able to:

1. possess the basic concepts of pharmacoeconomics, know and understand the indicators of expenditure and drug consumption, and be able to read and understand the results of pharmacoeconomic analyses. Knowing the characteristics of health systems, the functioning of the National Health Service, and its articulations and services;

2. possess the ability to read and analyse prescription data on pharmaceutical expenditure and on therapeutic drug consumption at a territorial and hospital level, having acquired the ability to integrate the logic of economic governance with that of clinical governance;

3. autonomously interpret the results of an economic analysis (cost-effectiveness, cost-benefit and cost-utility ratios) for a pharmacotherapeutic treatment. In addition, students must be able to assess the problems and implications associated with the use of drugs and their prescribing trends, knowing how to autonomously assess the placement of individual and community health problems in appropriate organisational settings;

4. possess technical language, specific and appropriate to the discipline;

5. possess the necessary tools and skills for conducting an economic evaluation in potential costs/benefits, expenditure and consumption terms, required by a pharmacotherapeutic strategy. They will also possess the necessary skills to interact with professionals and health professionals following a logic that adapts a managerial approach to the complex determinants of individual and population health.

***COURSE CONTENT***

*Prof. Giuseppe Tringali* (Bio-14)

- Definition and principles of Pharmacoeconomics. The difference between the competitive market and the pharmaceutical market. Models of economic analysis (cost minimisation; cost-effectiveness, cost-benefit, cost-utility analyses).

- Classification of drugs from an administrative and legal point of view.

- Analysis of drug consumption (ATC/DDD system).

- Pre-clinical and clinical development of a drug: technical-scientific and regulatory aspects.

- Trends in pharmaceutical expenditure, and the economic and structural measures undertaken since 2000.

- Bioequivalent and biosimilar drugs.

- Hospital drug expenditure and Regional areas of intervention (DD/DPC (distribution on behalf of the Local Health Authority); PHT (Home Health Care Formulary); conditioned innovation and reimbursement - Managed Entry Agreements; healthcare mobility: File F)

- Functions and skills in the management of drugs in health organisations.

- Management of the stock flows, supplies and the distribution of drugs within a health facility.

*Prof. Gianfranco Damiani* (Med-42)

- Clinical Governance: meaning, methods and tools. Prospects for integration with economic governance.

- The evolution of medicine from experience to evidence: EBM, guidelines, ICP.

- Health system: functions and reasons for development.

- Essential Levels of Care (LEA)

- The development of health organisations: evolution of public health and prevention based on evidence of effectiveness.

- Evolution of primary care and social-health integration: developments in general medicine; taking charge and continuity of care.

- The development of health organisations: evolution of the hospital structure and hospital-territory integration.

***READING LIST***

* *L'uso dei Farmaci in Italia - Rapporto Nazionale* - OsMed (latest edition). On-lien version on AIFA website *www.aifa.gov.it* [Cap.1, sez. 1.1-1.4; Cap.2, sez. 1.1-1.3; Cap. 4; Cap. 5 A]
* G. Damiani-M.L. Specchia-G. Ricciardi, *Manuale di Programmazione ed Organizzazione Sanitaria*, 3rd Edition, Idelson Gnocchi, Naples, 2018.
* Educational package (slides, articles), accessible electronically on the Blackboard platform.

***TEACHING METHOD***

Frontal lectures.

***ASSESSMENT METHOD AND CRITERIA***

A final written exam at the end of the course, comprising 30 multiple choice questions covering both module syllabi (1 score will be assigned for each correct answer. Any penalties will be assigned in case of uncorrect or failed answers). A minimum mark of 18/30 is required to pass the exam.

***NOTES AND PREREQUISITES***

Attendance and active participation in the course are strongly recommended. Use of the Blackboard IT platform is envisaged for activities such as announcements, communication of marks, and distribution of teaching material and in-depth analyses of the topics covered in class.

Further information can be found on the lecturer's webpage at http://docenti.unicatt.it/web/searchByName.do?language=ENG, or on the Faculty notice board