

**Student Training Outline – Hospice Administration and Finance**  
**Year 4 Health Care Management Clerkship (OCOM 895)**  
**Appendix D - Academic Year 2007/2008**

I. Purpose

The primary intent of the Hospice Administration and Finance experience is for students to achieve a better understanding of the comprehensive services provided to patients facing a life-limiting illness and their families, how to access these services, and how hospice care is financed. Students are to focus on: 1) the funding sources for hospice care which include Medicare, Medicaid, Commercial Insurance, Managed Care Organizations, and the Veterans Affairs; 2) the types of benefits offered for both home care and inpatient care; 3) when out-of-pocket expenses are needed to cover the cost of hospice care; and 4) the role of the physician in maintaining quality palliative care in the hospice setting.

II. Suggested Learning Issues (to be supplemented by Hospice Administrator)

1. Hospice as a philosophy of care – Quality of Life vs. Cure for a Disease
2. The business of hospice care in the health care industry
3. The financing of quality hospice care in the United States
4. Medicare hospice benefits and expenditures (approximately 65% of hospice patients in the U.S. are covered by Medicare)

*During the Hospice Administration experience, the Hospice representative is asked to:*

1. Discuss how to improve access to quality hospice care through public education and professional training of health care providers.
2. Identify what measures are implemented to maintain quality hospice care.
3. Explain the various elements (i.e., medical, psychological, spiritual) of hospice care and whether all services are covered by commercial insurance, Medicare, Medicaid, etc.
4. Review costs associated with hospice care that are typically not covered by insurance or may have specific limitations relative to coverage.
5. Compare the cost difference between conventional hospital care and hospice care.
6. Compare the cost difference between home and inpatient hospice care.

III. Possible Questions for Students to Ask/Initiate during this Experience

- A. When is the right time for persons to access hospice services?
- B. How does one access hospice services?
- C. Are medical costs associated with hospice care tax deductible when not covered by insurance?
- D. Does hospice care instead of hospital/nursing home care raise or lower Medicare costs?
- E. Is hospice home care less expensive than inpatient hospital or hospice care?
- F. How much does Medicare spend annually on hospice care?
- G. What national organizations offer services to people having a terminal illness?