2. Clinical Practice Standards

CPS-2

METHOD OF GRADING:		METHOD OF INSTRUCTION:	GRADING SCALE:	
Attendance & Participation	20%	• Lectures, • Demonstrations, • Hands-on Experience, • Assignments, • Handouts, • Textbooks, • Exams.	A	90-100%
Project	20%		B	80-89%
Midterm Exam	20%		C	70-79%
Final Exam	20%		F	69% & below
Homework	20%			
TOTAL	100%			

GOALS & COURSE OBJECTIVES: *CPS-2*	
COMPETENCY	***SKILLS & DESCRIPTION***
Foundational Knowledge	This class will develop CASE MANAGEMENT competencies. Care pathways and evaluation of appropriate actions when administering treatment will be discussed in detail. Students will learn how to create reports and professional correspondence (e.g., Letter of Medical Necessity) relevant to the care of patients. Provider duties, patient responsibilities, and inappropriate patient behavior management will be navigated. Students will be able to describe the role of the patient in successful treatment outcomes.
Critical Thinking and Professional Judgment	This class will exercise CRITICAL THINKING/PROFESSIONAL JUDGMENT competencies. Students will apply critical thinking skills, professional judgment, and cultural sensitivity to patient health care concerns. Students will perfect their skills in documenting and supporting treatment choices. Resources to identify, locate, and assess appropriate sources of information to support professional judgment and the analysis of clinical courses of action will be discussed in detail. The class will engage in good judgment that relies on knowledge and experience, is sensitive to context, and is self-correcting while discussing acupuncture case studies.
History Taking and Physical Examination	This class will develop HISTORY TAKING AND PHYSICAL EXAMINATION competency. Students will learn how to conduct and appropriately document a health history and a relevant physical examination. Master documentation of recognized clinical signs and symptoms that warrant referral to, or collaborative care with, other health professionals.

LESSON PLAN: *CPS-2*

CPS-2 Week 6: *Chapter 3, paragraphs 8 - 10: Describe Billing Standards*

TIME	TOPIC	TEACHER ACTION
	8. Audit 150	
10 min	8.1. Audit Introduction 150 8.1.1. Factors Triggering Audit 150 8.1.2. Purpose of a Post-Payment Audit 151 8.1.3. Audit Procedures 151 8.1.4. Prepare for Audit 152	• Discuss NO SURPRISE ACT and mandated Good Faith Estimate (GFE). GFE Template is in P&P Manual p-25.
5 min	8.2. Lessons Learned from Published Audits 153	• Demonstrate completed examples for Cash and Insurance GFE in the SOAP. (Teacher's Guide – Initial SOAP paragraph 5.1 page 61.)
5 min	8.3. Best Practice Strategies for Audit Readiness 154	• Instruct students to accomplish market research comparing Acupuncture Cash Fees to CMS Fees in their planned work location – instruct students to create a GFE for their practice that will be utilized in the business plan writing.
30 min	9. Billing to Patient 154 9.1. Fees Determination Rules 155 9.1.1. Usual and Customary Fees Based on the Insurance Rates Method 155 9.1.2. Usual and Customary Fees Based on the Cost of Doing Business Method 157	
10 min	*BREACK*	
30 min	10. Discounts 158 10.1. Prompt-Pay Discounts 158 10.2. Self-Pay Discount 159 10.3. Marketing Discounts 159 10.4. Sliding Scale or Hardship Discounts 159 10.5. Prepaid Plans 160 10.6. Other Discounts 160 10.7. Free 15-minute Consultation 161	Best term to use instead of free consultation is "Discovery Call" – which is meant to identify if patient's complaint is appropriate to be treated by acupuncturist, and what method of management (acupuncture or TCHM) is most beneficial for the patient. No treatment advises should be given during this call.
15 min	***Midterm Review***	
5 min	*Q&A*	