**FLORIDA ATLANTIC UNIVERSITY**
Graduate Programs—NEW COURSE PROPOSAL

**DEPARTMENT NAME:**

**COLLEGE OF NURSING**

**RECOMMENDED COURSE IDENTIFICATION:**

**PREFIX** Course Number **NGR 7767**

**LAB CODE (L or C)**

**COMPLETE COURSE TITLE**

**ADVANCED PRACTICE NURSING: ESSENTIALS OF PRACTICE MANAGEMENT**

**CREDITS:**

**3 CREDITS**

**TEXTBOOK INFORMATION:**


NEW YORK: SPRINGER PUBLICATIONS


**GRADING (SELECT ONLY ONE GRADING OPTION):**

- REGULAR **XXX**
- PASS/FAIL **_____**
- SATISFACTORY/UNSATISFACTORY **_____**

**COURSE DESCRIPTION, NO MORE THAN 3 LINES:**

This course provides a comprehensive overview of practice, business, finance, and management principles necessary to establish and maintain a successful nursing practice grounded in caring.

**PREREQUISITES:**

**ACCEPTANCE INTO THE DNP (DOCTOR OF NURSING PRACTICE) PROGRAM**

**COREQUISITES:**

N/A

**OTHER REGISTRATION CONTROLS (MAJOR, COLLEGE, LEVEL):**

**MINIMUM QUALIFICATIONS NEEDED TO TEACH THIS COURSE:**

PhD or DNP in Nursing.

Other departments, colleges that might be affected by the new course must be consulted. List entities that have been consulted and attach written comments from each.

This course does not overlap with any other course in the University because it is specifically geared to knowledge about advanced practice nursing. It does have components of finance and health policy, but each of these areas is related exclusively to advanced practice nursing.

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_Marguerite J. Purnell, PhD, RN, Chair, Committee on Programs
mpurnell@fau.edu, Ph: 561-297-3262_

Faculty Contact, Email, Complete Phone Number

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**SIGNATURES**

**Approved by:**

Department Chair: M. Purnell, Chair, COP

College Curriculum Chair: M. Smith, Assoc. Dean

College Dean: ____________________________

UGPC Chair: ____________________________

Dean of the Graduate College: ____________________________

**Date:** 9/29/2010

**Supporting Materials**

- **Syllabus**—must include all details as shown in the UGPC Guidelines.
- **Written Consent**—required from all departments affected.

Go to: [http://graduate.fau.edu/ugpc/](http://graduate.fau.edu/ugpc/) to download this form and guidelines to fill out the form.

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**FAU unfersity Grad—Revised May 2010**
CHRISTINE E. LYNN COLLEGE OF NURSING
NEW COURSE PROPOSAL:
RATIONALE AND JUSTIFICATION

COURSE TITLE:
NGR 7767 ADVANCED PRACTICE NURSING:
ESSENTIALS OF PRACTICE MANAGEMENT

BACKGROUND:
This course was developed for the DNP curriculum based on student evaluation of the DNP program with the input of Dr. Rose Sherman who teaches the leadership class in this curriculum. Students requested expanded learning opportunities in the areas of healthcare finance, creating viable practice settings, and product lines within practice. As proposed this course will only be offered to the nurse practitioner and clinical nurse specialist students. Administration students will take an out of college cognate in the area of finance and budget instead of this course.

ANTICIPATED BENEFITS:
This course will prepare the DNP student with financial, regulatory, and marketing knowledge to be effective as a leader within a practice setting or to begin an independent practice. This course is being added to the curriculum. Two other courses are being withdrawn from the curriculum as they have been evaluated as not meeting the needs of DNP students.

OVERLAP WITH OTHER COURSES
This course does not overlap with any other course in the University because it is specifically geared to knowledge about advanced practice nursing. It does have components of finance and health policy but each of these areas is related exclusively to advanced practice nursing.

EFFECT ON FTEs
Because there will be two courses removed from the program and one course added there is no effect on FTEs.

WHEN COURSE IS PLANNED TO BE OFFERED
We plan to offer this class next year in the spring to the current entering class of DNP students.

Respectfully submitted by: Dr. Ruth McCaffrey
September 13, 2010

<table>
<thead>
<tr>
<th>Approval Routing</th>
<th>Date</th>
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<tbody>
<tr>
<td>Committee on Programs</td>
<td>8-30-2010 - Approved</td>
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<tr>
<td>Faculty Assembly</td>
<td>9-27-2010 - Approved</td>
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<tr>
<td>Univ. Graduate Programs Committee</td>
<td>10-6-2010</td>
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<tr>
<td>Univ. Steering Committee</td>
<td>10-26-2010</td>
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<tr>
<td>Univ. Faculty Senate</td>
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FLORIDA ATLANTIC UNIVERSITY
CHRISTINE E LYNN COLLEGE OF NURSING
COURSE SYLLABUS

COURSE NUMBER: NGR 7767
COURSE TITLE: Advanced Nursing Practice: Essentials of Practice Management
CREDIT HOURS: 3 Credits
COURSE SCHEDULE: Days of week and time TBA

PLACEMENT IN CURRICULUM: Second Year of Program
PRE-REQUISITE: Acceptance into DNP program

FACULTY: Name and Credentials:
Title:
Office Location:
Phone:
E-Mail:
OFFICE HOURS: Saturdays 1-4pm
Other hours by appointment

Course Description: This course provides a comprehensive overview of practice, business, finance, and management principles necessary to establish and maintain a successful nursing practice grounded in caring.

Course Objectives: Upon completion of NGR 7XXX, the student will be able to

1. Explore and develop innovative images of advanced nursing practice.
   a. Develop a comprehensive understanding of the advanced practice nurse in an existing practice or as an entrepreneur.
   b. Formulate a marketing plan appropriate for start-up and growth of nursing services.
   c. Create a quality improvement process for an individual organization and incorporate current regulations regarding quality control.

2. Advance the discipline of nursing through practice and research.
a. Analyze financial data related to patient care for at least one setting (community, ambulatory care, hospital, extended care, etc.) to improve quality and cost effectiveness of care.

b. Analyze and evaluate aspects of patient care contracts with insurance companies (including managed care companies) to improve the quality and cost effectiveness of individual and systems of health care.

c. Use evidence for quality improvement of patient care

3. Demonstrate synthesis of the nursing role.
   a. Analyze or design a “request for proposal” for health care services.

   b. Perform a care-efficient cost effective analysis for specific health care services.

4. Incorporate an understanding of wholeness of persons connected with others and the environment through caring.
   a. Examine and analyze the need for the provision of culturally competent care across the lifespan and in diverse populations to decrease healthcare disparities.

   b. Analyze the challenges and benefits of advanced nursing practices.

5. Actualize nursing as nurturing the wholeness of others through caring.
   a. Examine legal and ethical issues surrounding collaborative practice and practice management.

   b. Evaluate how organizational structure, finances and marketing impact costs, quality and accessibility of care.

**Required Texts:**

**Recommended Texts:**

**Teaching Methods:** Lecture, discussion, small group activities, required readings, written papers, and student presentations.
**EVALUATION METHODS**

<table>
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<tr>
<th>Oral Presentation</th>
<th>35% of grade</th>
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<tr>
<td>Organization of Topic</td>
<td>9 points</td>
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<tr>
<td>Depth of knowledge about the topic</td>
<td>8 points</td>
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<tr>
<td>Comparison and contrast between Settings</td>
<td>5 points</td>
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<tr>
<td>Presentation Style</td>
<td>8 points</td>
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<tr>
<td>References Used</td>
<td>5 points</td>
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<tr>
<th>Paper</th>
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<td>Issue relevant to practice management</td>
<td>2 points</td>
</tr>
<tr>
<td>Related to work setting</td>
<td>4 points</td>
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<tr>
<td>Problem clearly identified</td>
<td>4 points</td>
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<tr>
<td>Literature review</td>
<td>5 points</td>
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<tr>
<td>Comparison and contrast</td>
<td>10 points</td>
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<tr>
<td>Writing style and APA</td>
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<tr>
<th>Final Exam</th>
<th>25% of grade</th>
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<tbody>
<tr>
<td>Total:</td>
<td>100%</td>
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**GRADING SCALE**

- 93-100 = A
- 90-92 = A-
- 87-89 = B+
- 83-86 = B
- 80-82 = B-
- 77-79 = C+
- 73-76 = C
- 70-72 = C –
- 60 – 69 = D
- 59 and below = F

Students in graduate nursing courses must achieve a minimum of B-83 to successfully complete the course. All course requirements and objectives must be met in order to obtain a passing grade.

**COURSE SPECIFIC LITERATURE:**


**TOPICAL OUTLINE**

- Practice Start-up
- National best practices – management
- Determining service needs to establish a practice
- Projecting income vs expenses
- Revenue process in primary care; fee schedules, financial reports
- Managed care contracting
- Credentialing essentials
- Reimbursement issues
- Marketing your practice
- Medical home/Pay for performance
- The electronic medical record
- Fraud and abuse/Stark law
- Medicare audits
- Human resource management: hiring, firing, incentivizing, costs, customer service
- Determining your own worth.

**BIBLIOGRAPHY:**


COURSE POLICIES AND GUIDELINES:

All course requirements and objectives must be met in order to obtain a passing grade. All students must have an email address and regular access to a computer.

The student is expected to attend each class. Class time will be used for the application of your assigned reading material. A student who misses a class is responsible for class handouts and content presented during an absence. Assignments submitted late may be subject to points or percentage deductions.

The student must be present for all scheduled examinations.

UNIVERSITY AND COLLEGE OF NURSING POLICIES

Students are reminded that the College of Nursing Professional Statement and Universities Policies related to academic integrity apply to all tests, written assignments, verbal communications and other course activities. All policies in the college and university catalogues apply to the course.

COLLEGE OF NURSING PROFESSIONAL STATEMENT:

Students entering the Christine E. Lynn College of Nursing will be required to abide by the American Nurses Association (ANA) Code of Nursing Ethics and the ethic of caring expressed in the philosophy of the College of Nursing. Students are expected to conduct themselves in a manner becoming a professional nurse and to respect the wholeness and dignity of self and others. The College expects socially responsible behavior of students and hostile, threatening, or unsafe behavior will not be tolerated. It is the goal of the College of Nursing faculty to build an expanding community of nursing scholars and leaders within the context of our caring based philosophy. Students who do not abide by this policy will be subject to appropriate academic sanctions, which may include
dismissal from the College of Nursing and/or disciplinary action and suspension or expulsion from the university.

ACADEMIC HONESTY AND THE HONOR CODE:
The University policy regarding academic integrity is enforced in this course. For further information, refer to the Student Handbook, Florida Administrative Code, Section 6C5-4.001 Honor code, Academic Irregularities, and Students’ Academic Grievances. The College of Nursing regards adherence to the Honor Code for academic honesty as a professional competency and an expectation of all students. ANY act of dishonesty that violates the honor code and misrepresents your efforts or ability is grounds for immediate failure of the course. See the College of Nursing Graduate Student Handbook available in full on the College of Nursing website. www.nursing.fau.edu and http://www.fau.edu/regulations/chapter4/4.001_Honor_Code.pdf

Any form of academic dishonesty, including plagiarism, will result in failure of this course. This applies to all work submitted as your own and is not negotiable. This also applies to submitting the same work content for more than one course, even if it is your own. Edited work from another course does not constitute work that is original to this course. Work submitted for each course must be your original work that is unique to the course.

DISABILITY STATEMENT:
The Americans with Disabilities Act (ADA) requires the provision of reasonable accommodations to any individual who advises faculty and the University of a documented physical or mental disability. If you require special accommodations due to such a disability to properly execute course work, you must register with the FAU Office of Students with Disabilities (OSD) located in the Boca Raton Campus, Student Union building SU 133, phone 561-297-3880 or in Davie, MODI, phone 954-236-1222. Please arrange a meeting with your course faculty. All OSD procedures must be followed for you to receive the special accommodations.

INCOMPLETE POLICY
The incomplete grade policy is also enforced. Incompletes may be awarded only for exceptional circumstances. The student must be passing the course in order to receive an Incomplete. See the College of Nursing Graduate Student Handbook available in full on the College of Nursing website. www.nursing.fau.edu

USE OF STUDENT COURSE RELATED MATERIALS:
The Christine E. Lynn College of Nursing may use students’ course-related materials for legitimate institutional purposes, such as accreditation, university review process, or state board of nursing review process, etc. In such cases, materials will be used within the college and university.
USE OF ELECTRONIC DEVICES
In order to enhance and maintain a productive atmosphere for education, personal communication devices such as pagers, beepers and cellular telephones are to be disabled during class sessions.

COURSE SCHEDULE OF CRITICAL DATES

<table>
<thead>
<tr>
<th>Task</th>
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<tr>
<td>Oral Presentation</td>
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Nursing is a discipline of knowledge and a field of professional practice grounded in caring. Scholarship and practice in nursing require creative integration of multiple ways of knowing. Nursing makes a unique contribution because of its special focus: nurturing the wholeness of persons through caring. Caring in nursing is a mutual human process in which the nurse artistically responds with authentic presence to calls from clients.

The experience of nursing takes place in nursing situations: lived experiences in which the caring between nurse and client fosters well-being within a co-creative experience. Nurses participate with members of other disciplines to advance human understanding to enhance personal and societal living within a global environment.

Person is viewed as a unique individual dynamically interconnected with others and the environment in caring relationships. The nature of being human is to be caring. Humans choose values, culturally derived, which give meaning to living and enhance well-being. Well-being is creating and living the meaning of life. The well-being and wholeness of persons, families, groups, communities, and societies are nurtured through caring relationships.

Beliefs about learning and environments which foster learning are derived from an understanding of person, the nature of nursing and nursing knowledge, and from the mission of the University. Learning involves the creation of understanding through the integration of knowledge within a context of value and meaning. A supportive environment for learning is a caring environment. A caring environment is one in which all aspects of the human person are respected, nurtured, and celebrated. The learning environment emphasizes collegial relationships with faculty and students.

The above fundamental beliefs concerning Person, Nursing, and Learning express our values and guide the endeavors of the Faculty. The Faculty of the Christine E. Lynn College of Nursing believe in the values and goals of higher learning and support the Florida Atlantic University mission of education, scholarship, and service.

April, 2002.