

Value Based Contracting

AN AMCP CORPORATE TRAINING eLEARNING PROGRAM

Be Smart. Be Bold. Be Ready.

With a focus on market-access training for life science companies, AMCP's eLearning programs are designed to be concise and organized into easily manageable segments suitable for account managers and other audiences within the organization.

Program Content

Value Based Contracting Basics

An overview of the market factors influencing the move from volume to value in pharmaceutical contracting

Operational Challenges & Solutions

Address core operational challenges to develop successful value-based contracting strategies

Case Studies

Gain insight from published examples and properties of pharmaceuticals that might be candidates for future agreements

Regulatory Solutions

Strategies for navigating regulatory challenges of value-based contracting and developing communication plans with health care decision makers

Q&A with Experts

We select expert managed care faculty to fit with your learning objectives of each session

Enhancements

Custom Onsite Program

Includes account management strategies based on your product portfolio and more

AMCP is the leading organization representing experts in Managed Care Pharmacy. A convener of key stakeholders, AMCP brings together experts in the field (payers, providers and pharmaceutical manufacturers) to solve some of the biggest challenges in the industry. AMCP's Corporate Training Programs leverage the expertise and knowledge of hundreds of members and AMCP staff.

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MORE!

On-Demand Training Available from AMCP

01

Fundamentals of Managed Care

02

Group Purchasing

03

Health Care. What's Next?

04

PIE (Pharmaceutical Information Exchange)



Training solutions designed for you.

We understand each business has specific training needs, requiring custom solutions designed to deliver the highest-impact training solution for your organization. Our technology engagement experts will:

1. Explore your business goals and rationale around training needs
2. Work with you to find the training gaps

AMCP

Academy of
Managed Care
Pharmacy®

<http://amcpcorporatetraining.org/>

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