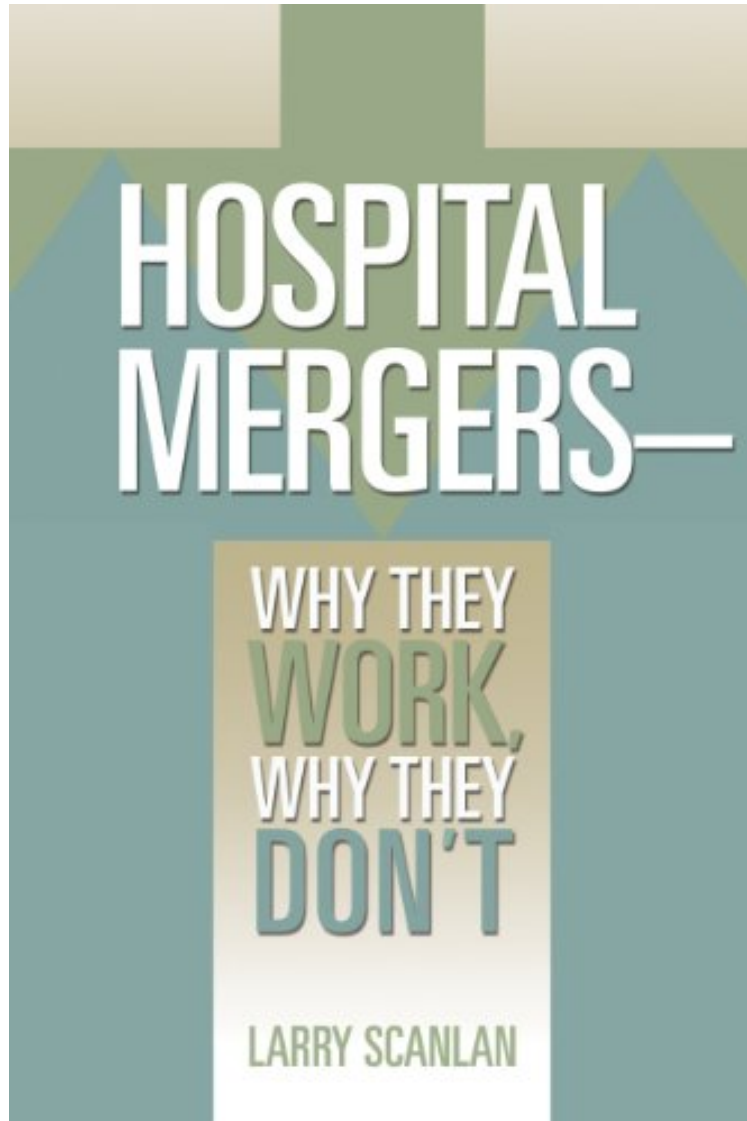


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Hospital Mergers-Why They Work, Why They Don't

Larry Scanlan

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Hospital Mergers identifies the core lessons and practical ideas learned from dozens of real-world merger experiences and applies them to the strategic and operational challenges facing senior executives and governing board members today. It is packed with case studies that provide empirical and instructive insights on the factors and final outcomes of hospital mergers within the past 15 years.

As we begin the era of health care reform, it is expected that there will be an acceleration of hospital mergers driven by the need for greater efficiency. Larry Scanlon's book is timely, insightful, and instructive for leaders wanting to avoid the pitfalls of mergers and to create real value for the communities they serve. --Nancy M. Schlichting, President and CEO, Henry Ford Health System, Detroit, MI
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Larry Scanlan has written a very timely and comprehensive text on hospital mergers. This book provides an excellent analysis of strategic and tactical considerations for mergers and is destined to become the definitive reference on the subject. It will be essential reading for all hospital executives and board members considering mergers. --Howard P. Kern, President and Chief Operating Officer, Sentara Healthcare, Norfolk, VA
About the Author
Larry Scanlan has more than thirty-five years of executive and financial health care management experience, having served the first half of his career as a hospital and health system executive and the second half as a consultant to hospitals, health systems, and academic medical centers. Currently Mr. Scanlan is president of Insight Health Partners LLC, a consulting firm providing operational improvement and strategic services to the health care industry. In addition, he is president of his own executive coaching firm, Scanlan Associates LLC, assisting executives to be in a better position to provide leadership to their organizations.