

Physician Negotiation Education and Training Goals



- Better define current compensation structures and levels for ID physicians across various practice settings by collecting more robust and targeted benchmark data that corrects the underrepresentation of effort and homogenization of ID physician roles and responsibilities.
- Identify barriers, facilitators, best practices, and novel approaches to increasing ID physician compensation across practice settings.
- Develop and disseminate education, tools, and resources on negotiation and physician compensation for ID physicians.

Value-Based Contracting Strategy Expansion Goals



- Assess the current landscape and feasibility of value-based contracting for ID physician services.
- Develop situational guidelines for value-based contracting.
- Identify existing and develop new quality/value outcomes and metrics for each combination of market and practice dynamics.
- Develop discussion guides to assist ID physicians in conversations with hospital, health system, and AMC administrators about value-based contracting opportunities and appropriate ID-influenced metrics.