

Key Reasons to Integrate Physical and Behavioral Health Services in Medicaid



>1/4

Medicaid pays for more than a quarter, 26%, of all behavioral health spending nationally

Half

Beneficiaries with behavioral health diagnoses account for almost half, 48%, of total Medicaid expenditures

1 in 5

20% of beneficiaries have a behavioral health — mental health and/or substance use disorder — diagnosis

75%

Spending can increase up to 75% when beneficiaries with a chronic physical condition also have a mental illness

Managed Behavioral Health Services

Gayle L. Zieman



Managed Behavioral Health Services:

Managing Managed Care Institute of Medicine, Committee on Quality Assurance and Accreditation Guidelines for Managed Behavioral Health Care, 1997-04-21 Managed care has produced dramatic changes in the treatment of mental health and substance abuse problems known as behavioral health. Managing Managed Care offers an urgently needed assessment of managed care for behavioral health and a framework for purchasing, delivering, and ensuring the quality of behavioral health care. It presents the first objective analysis of the powerful multimillion dollar accreditation industry and the key accrediting organizations. Managing Managed Care draws evidence-based conclusions about the effectiveness of behavioral health treatments and makes recommendations that address consumer protections, quality improvements, structure, and financing roles of public and private participants, inclusion of special populations, and ethical issues. The volume discusses trends in managed behavioral health care, highlighting the emerging role of the purchaser. The committee explores problems of overlap and fragmentation in the delivery of behavioral health care and discusses the issue of access, a special concern when private systems are restricted and public systems overburdened. Highly applicable to the larger health care system, this volume will be of particular interest to all stakeholders in behavioral health: federal and state policymakers, public and private purchasers, health care providers, and administrators, consumers, and consumer advocates, accrediting organizations, and health services researchers.

Managed Behavioral Health Care: Current Realities and Future Potential David Mechanic, 1998-07-14 Discussions of managed care are dominated by emotion and rhetoric and failure to differentiate among the varying structures, approaches, and strategies that are called managed care. These discussions rarely take account of the complexity of the arena or the failures of mental health systems prior to the introduction of managed care. If we are to shape managed care constructively, we first need clear understanding of how it is structured, how it functions, and when it performs well and poorly. This should help identify how practices can best be monitored, evaluated, and if necessary, regulated. This book will help readers along this path. This is the 78th issue of the quarterly journal *New Directions for Mental Health Services*. For more information on the series, please see the Journals and Periodicals section.

The Clinician's Guide to Managed Behavioral Care William Winston, Norman Winegar, 2014-02-04 Managed care is a revolution impacting the practice of clinicians throughout America. *The Clinician's Guide to Managed Behavioral Care* called a survival kit and must reading helps clinicians develop and market professional services attuned to the needs of managed care systems, manage the utilization process, and reshape an office practice or hospital-based program to become more managed care friendly. It is newly referenced and updated for clinicians to continue to advocate for their patients and clients. *The Clinician's Guide to Managed Behavioral Care* addresses how clinicians can develop and market professional services attuned to the needs of managed care systems, how to best manage the utilization review process, how to reshape an office practice or hospital-based program to become more managed care friendly, and how to best advocate for patients and clients. Readers will understand

the history and evolution of attempts to manage mental health care costs and services as well as the emerging clinical economic and social trends that will continue to fuel changes in the mental health field in coming years. Importantly, this guide sensitizes readers to the perspectives about mental health care benefits and the treatment field held by the payor community, insurance carriers, HMOs, and self-insured employers. It allows readers to consider a payor's view of how professionals can play a crucial role in providing quality services while helping control spiraling mental health care costs that have escalated much faster than other segments of health care. Who can benefit from this book? Practicing psychologists, social workers, psychiatrists, substance abuse counselors, marriage and family therapists, Employee Assistance Professionals, psychiatric nurses, professional counselors, program managers, hospital administrators, and health care marketing professionals will find *The Clinician's Guide to Managed Behavioral Care* an invaluable resource. It is often said that in the future, all in the treatment community will be involved in managing care, and that the most successful clinicians and practices will be those most adept at working with managed care systems on behalf of their patients and clients. This book helps you understand how. Important topics in *The Clinician's Guide to Managed Behavioral Care* include the changing marketplace for mental health substance abuse treatment services, assessing market opportunities in light of managed care influences, clinical service needs of managed care systems, clinical innovations, examples, case studies, vignettes, strategies for managing utilization review, marketing strategies for office-based practitioners, hospital managed care partnerships, contemporary office management strategies to control costs, consumers and managed care, directory of America's HMOs, directory of America's Managed Mental Health Care Companies, glossary of key terms.

The Clinician's Guide to Managed Behavioral Care Norman Winegar, 1996. Managed care is a revolution impacting the practice of clinicians throughout America. *The Clinician's Guide to Managed Behavioral Care* called a survival kit and must reading helps clinicians develop and market professional services attuned to the needs of managed care systems, manage the utilization process, and reshape an office practice or hospital-based program to become more managed care friendly. It is newly referenced and updated for clinicians to continue to advocate for their patients and clients. *The Clinician's Guide to Managed Behavioral Care* addresses how clinicians can develop and market professional services attuned to the needs of managed care systems, how to best manage the utilization review process, how to reshape an office practice or hospital-based program to become more managed care friendly, and how to best advocate for patients and clients. Readers will understand the history and evolution of attempts to manage mental health care costs and services as well as the emerging clinical economic and social trends that will continue to fuel changes in the mental health field in coming years. Importantly, this guide sensitizes readers to the perspectives about mental health care benefits and the treatment field held by the payor community, insurance carriers, HMOs, and self-insured employers. It allows readers to consider a payor's view of how professionals can play a crucial role in providing quality services while helping control spiraling mental health care costs that have escalated much faster than

other segments of health care Who can benefit from this book Practicing psychologists social workers psychiatrists substance abuse counselors marriage and family therapists Employee Assistance Professionals psychiatric nurses professional counselors program managers hospital administrators and health care marketing professionals will find *The Clinician's Guide to Managed Behavioral Care* and invaluable resource It is often said that in the future all in the treatment community will be involved in managing care and that the most successful clinicians and practices will be those most adept at working with managed care systems on behalf of their patients and clients This book helps you understand how Important topics in *The Clinician's Guide to Managed Behavioral Care* the changing marketplace for mental health substance abuse treatment services assessing market opportunities in light of managed care influences clinical service needs of managed care systems clinical innovations examples case studies vignettes strategies for managing utilization review marketing strategies for office based practitioners hospital managed care partnerships contemporary office management strategies to control costs consumers and managed care directory of America's HMOs directory of America's Managed Mental Health Care Companies glossary of key terms *Managed Behavioral Health Care Handbook* E. Clarke Ross, 2001 Written by a team of nationally recognized authorities on managed care *Managed Behavioral Health Care Handbook* guides you through specific strategies that characterize contemporary efforts made at managing behavioral health care building a clear understanding of their role and their effect in improving the quality of behavioral health care today and in the future From beginning to end you will learn the core components of the managed behavioral health care process and gain invaluable insight into the numerous controversies and public policy issues **Controversies in Managed Mental Health Care** Arthur Lazarus, 1996 This book is a second generation book on managed mental health care that probes areas of uncertainty and tension in the managed care world Each chapter is framed as a question and addresses a controversial area in managed mental health care A spirited discussion ensues capturing conflict inherent in the managed care movement By reading this book mental health professionals will have a greater understanding of the strengths and weaknesses of managed care and a more realistic interpretation of managed care systems of the future *Managed Care Tracking System*, 2000 **Managed Behavioral Healthcare** Michael A. Freeman, 1994 *Contracting for Public Mental Health Services* Terry Savelle, 2000 **Annotated Bibliography for Managed Behavioral Health Care 1989-1999**, 2000 **Contracting for Public Mental Health Services** Terry Savelle, 2008-06 This report synthesizes the collective experiences of four managed behavioral health care organizations MBHOs that hold public sector managed care carve out contracts Four representatives of these MBHOs participated in a day long focus group meeting and two others were interviewed by telephone Contents Approach to the Study Program Design Financial Requirements and Reimbursement Procurement Process Implementation and Ongoing Administration Recommendations of Focus Group Participants Summary References and Appendix List of Focus Group Participants **Managed Mental Health Care** Center for Mental Health Services (U.S.), 1996 [The Handbook of](#)

Managed Behavioral Healthcare Gayle L. Zieman, 1998-08-17 The Practical Textbook of Managed Care Written for graduate students and veteran clinicians alike The Handbook of Managed Behavioral Healthcare offers a comprehensive curriculum to understanding managed care and knowing the business landscape of working with managed care organizations Filled with samples of commonly used contracts forms and protocols The Handbook of Managed Behavioral Healthcare is a timely addition to the literature on the topic and is a practical and much needed resource The Handbook of Managed Behavioral Healthcare really delivers the sort of practical valuable information and analysis that most others in the field only promise The book is up to date intelligent and immediately useful I give it two thumbs up James Randolph Hillard professor and chairman Department of Psychiatry University of Cincinnati College of Medicine This book represents a pioneering effort by one of the most knowledgeable experts in the industry It is must reading for students training in psychiatry psychology clinical social work marriage and family therapy and related fields Larry J Bloom professor of psychology Department of Psychology Colorado State University

Psycho-Economics Robert D. Weitz, 2014-06-03 Develop new ways to provide ethical effective mental health services in a world of managed care Psycho Economics gives psychologists and mental health care administrators suggestions for handling the changes that have come with the advent of managed care Using empirical research and practitioner accounts this informative book assesses the impact of managed care suggests ways to ameliorate its negative effects and proposes ideas for the improvement of the managed care system and mental health care in general Psycho Economics takes a clear look at the ways in which the managed care system has altered the practice of mental health care While acknowledging its positive effects on accountability and provision of a broader variety of care options the chapter authors also note its powerful negative effects including cutbacks in length of treatment potential abuses of confidential medical records and over prescribing of mood altering drugs Yet the book also offers hope for psychologists social workers and other counselors By developing diversified areas for professional practice collaborating with primary care physicians and creating corporate education opportunities psychologists can contribute their expertise to people who might otherwise have never sought them out Moreover mental health professionals can embrace new opportunities in treating substance abuse behavioral health and such specialized areas as forensic psychology domestic violence crisis counseling and employee screening These areas and other new developments offer you a chance to build a solid practice devoted to serving society's needs Psycho Economics brings practitioners effective innovative approaches to clinical practice in relation to managed mental health care fosters awareness of the means by which managed care affects the quality of care that clients receive points out the steps that can be taken to minimize the negative effects that managed care dictates on the quantity and quality of mental health care highlights ethical and legal considerations that should be of concern to providers of mental health services encourages discussion of the future of the managed care system and its impact on providers and clients Psycho Economics is a survival guide which will help contemporary practitioners like you maintain ethical and effective practices

while coping with the administrative expectations of managed care systems *Contracting for Managed Substance Abuse and Mental Health Services* Stephen Moss, 2000-09 In recent years State Medicaid agencies and other public sector entities in particular State county and local substance abuse and mental health SA coverage contracting for network services the mgmt info system quality mgmt financial issues and consumer protections Bibliography *Concise Guide to Managing Behavioral Health Care Within a Managed Care Environment* Michael Isaiah Bennett, 2008-08-13 How can behavioral health clinicians provide managed care in an ethical professionally satisfying way while also dealing with managed care organizations MCOs This concise yet powerful volume will jump start clinicians in their search for effective answers Unlike other managed care guides which tend to view the clinician managed care relationship as inherently adversarial this groundbreaking pocket guide another in American Psychiatric Publishing's Concise Guides series views resource management as a basic function indeed an ally of ethical clinical practice True managed care both improves the quality of clinical care and protects community resources It even stimulates patients to become more active managers of their own care The author speaking from extensive first hand experience as both network provider and MCO administrator asserts that clinicians must know how to manage care themselves to effectively persuade insurance companies to pay for treatment Toward that end the author details the practical tools clinicians need in just five chapters Chapter 1 Managing Care Ethically discusses basic principles and methods for making clinical decisions about behavioral health care when resources are limited and methods for communicating these decisions to patients and MCOs Chapter 2 Managing Nonacute Care applies the principles and methods from Chapter 1 to providing non acute usually outpatient services Chapter 3 Managing Acute Care applies the principles and methods from Chapter 1 to providing acute crisis or inpatient services Chapter 4 Marketing to Managed Care Organizations details strategies for negotiating contracts to often unreceptive MCOs who consider their networks full showing how clinicians can enhance their market value by filling MCO needs Chapter 5 Managing Utilization Review offers insights on overseeing the clinical work of colleagues and shaping the health care system assuming that care managers are professionally obligated to help patients receive the care they need and deserve without intruding on the clinician's role and that the best management manages least taking responsibility for efficient resource utilization and ongoing system improvement This practical guide is more than just a handbook for successfully navigating MCO procedures and market dynamics it also shows that the outcome of truly managed care can be just as satisfying and effective as care provided with infinite resources Invaluable to clinicians in everyday practice this remarkable guide with its unique insights collaborative approach and case examples will also find a wide audience among clinical administrators in private and public MCOs who train network clinicians and utilization managers *The Managed Care Answer Book for Mental Health Professionals* Gayle McCracken Tuttle, Dianne Rush Woods, 1997 First Published in 1997 Routledge is an imprint of Taylor Francis an informa company **Integrated Behavioral Healthcare** Nicholas A. Cummings, Victoria Follette, Steven C.

Hayes, William O'Donohue, 2001-09-05 Healthcare is now practiced in a different financial and delivery system than it was two decades ago. Currently, managed care defines what is treated, how, by whom, and for what reimbursement. Mental health professionals have been greatly impacted by these changes to their practice, and yet there is little understanding of exactly what it is and where it is going. The present volume explores these issues, prospects, and opportunities from the vantage of mental health medical professionals and managed care executives who are in the very process of implementing changes to the existing system of managed care. Behavioral healthcare will be integrated into medical practice in the future for sound clinical and economic reasons. The present volume, edited by four prominent mental health professionals, provides a roadmap of the emerging directions integrated behavioral healthcare is taking and lays out the steps the mental health professional needs to take in training and modifying her/his clinical practice to adapt to the new system of healthcare. **Leading Experts in managed care: Nicholas Cummings, Father of behavioral managed care; Multidisciplinary approach: How Does Risk**

Sharing Between Employers and a Managed Behavioral Health Organization Affect Mental Health Care? Roland Sturm, Rand Corporation, RAND Health Program, 2000. **OBJECTIVE:** To study the ways in which allocating the risk for behavioral health care expenses between employers and a managed behavioral health organization affects costs and the use of services. **DATA SOURCES:** Claims from 87 plans that cover mental health and substance abuse services covering over one million member years in 1996-1997. **STUDY DESIGN:** Multi-part regression models for health care cost are used. **Dependent variables:** are health care costs decomposed into access to any care, costs per user, any inpatient use, costs per outpatient user, and costs per inpatient user. The study compares full risk plans in which the managed care organization provides managed care services and acts as the insurer by assuming the risk for claims costs with contracts in which the managed care organization only manages care for a fixed administrative fee and the employer retains the risk for claims. **Principal Findings:** Full risk plans are not statistically significantly different from non-risk plans in terms of any mental health specialty use or hospitalization rates, but costs per user are significantly lower, in particular for inpatients. **CONCLUSIONS:** Risk contracts do not affect initial access to mental health specialty care or hospitalization rates, but patients in risk contracts have lower costs either because of lower intensity of care or because they are treated by less expensive providers. **Surviving and**

Prospering in the Managed Mental Health Care Marketplace Tracy Todd, 1994. How to increase your referrals from managed care organizations, EAPs, and other provider networks. The author liberally shares his unique knowledge and expertise to show you how to market your skills to these networks, respond to their expectations, choose the best companies, and avoid the rest and much, much more.

This book delves into Managed Behavioral Health Services. Managed Behavioral Health Services is a crucial topic that needs to be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Managed Behavioral Health Services, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:
 - Chapter 1: Introduction to Managed Behavioral Health Services
 - Chapter 2: Essential Elements of Managed Behavioral Health Services
 - Chapter 3: Managed Behavioral Health Services in Everyday Life
 - Chapter 4: Managed Behavioral Health Services in Specific Contexts
 - Chapter 5: Conclusion
 2. In chapter 1, the author will provide an overview of Managed Behavioral Health Services. This chapter will explore what Managed Behavioral Health Services is, why Managed Behavioral Health Services is vital, and how to effectively learn about Managed Behavioral Health Services.
 3. In chapter 2, the author will delve into the foundational concepts of Managed Behavioral Health Services. The second chapter will elucidate the essential principles that need to be understood to grasp Managed Behavioral Health Services in its entirety.
 4. In chapter 3, the author will examine the practical applications of Managed Behavioral Health Services in daily life. The third chapter will showcase real-world examples of how Managed Behavioral Health Services can be effectively utilized in everyday scenarios.
 5. In chapter 4, this book will scrutinize the relevance of Managed Behavioral Health Services in specific contexts. The fourth chapter will explore how Managed Behavioral Health Services is applied in specialized fields, such as education, business, and technology.
 6. In chapter 5, the author will draw a conclusion about Managed Behavioral Health Services. The final chapter will summarize the key points that have been discussed throughout the book.
- This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Managed Behavioral Health Services.

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