



### 2023 Course Schedule

Area of Learning	Core Course	Elective Courses
Healthcare Operations	<p><b>Healthcare Operations for O&amp;P Professionals:</b> Operations Management (OM) is to make “Right” (“Optimal”) decisions to achieve organizational goals. In this module, you will study the tools and techniques for planning, design, operation, control, and improvement of the processes which produce goods and deliver services.</p> <p>Offered as a Live Virtual Course March 28 and March 30 from 9am – 1pm <a href="#">Register</a> Cost \$500 Hosted by the University of Hartford, Barney School of Business</p>	<p><b>Mastering Medicare: Advanced Coding and Billing Techniques</b> Offered as a Live Virtual Course three times per year. 2023 dates TBA. Cost \$295-420 Hosted by AOPA</p> <p><b>Clinical Documentation and Evaluation</b> Offered as a Live Virtual Course March 22 at Noon – 2:00pm. Cost \$99 Members/\$199 Non Members Hosted by AOPA</p>
Healthcare Management	<p><b>Healthcare Management for O&amp;P Professionals</b> Understanding how to provide effective and efficient Healthcare Management is an essential ability for O&amp;P Professionals to have as they juggle multiple roles while planning and managing their own and sometimes the work of others. The focus of this course is on developing more knowledge about, and skills in, how to better manage multiple, individual, and team priorities at work.</p> <p>Offered online through the University’s Blackboard January 18 – May 1 <a href="#">Register</a> Cost \$500 Hosted by the University of Hartford, Barney School of Business</p>	<p><b>Ethics and Compliance in Orthotics and Prosthetics</b>  Offered as a Live Virtual Course January 18 at Noon – 2:00pm. Currently available on demand. Cost \$99 Members/\$199 Non-Members Hosted by AOPA</p>
Finance	<p><b>Financial Management for O&amp;P Professionals</b> The Financial Management module is designed to provide business financial management concepts and perspectives for O&amp;P professionals. Key topics and concepts: Healthcare Today, Business Models, Accounting &amp; Finance Pillars, and Strategic Decisions.</p> <p>Offered online through the University’s Blackboard January 18 – May 1 <a href="#">Register</a> Cost \$500 Hosted by the University of Hartford, Barney School of Business</p>	<p><b>How to Analyze and Negotiate Managed Care Contracts</b> Offered virtually on demand Cost \$99 Members/\$199 Non Members Hosted by AOPA</p> <p><b>Using Cost Accounting to Maximize Your Practice’s Profitability</b> Offered as a Live Virtual Course April 19 at Noon – 2:00pm. Cost \$99 Members/\$199 Non Members Hosted by AOPA</p>

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Sales and Marketing	<p><b><u>Sales and Marketing for O&amp;P Professionals</u></b></p> <p>The course examines marketing's role in an enterprise. It lays out the functions of marketing and exposes the student to a variety of marketing tools including approaches to personal selling and details the many digital marketing tools available.</p> <p>Offered as a Live Virtual Course March 23-24 from 9am – 1pm <a href="#">Register</a> Cost \$500 Hosted by the University of Hartford, Barney School of Business</p>	<p><b><u>What's your WHY? How to Create a Brand Value: Branding Yourself and Your Company</u></b></p> <p>Offered as a Live Virtual Course Dates TBA Cost \$99 Members/\$199 Non Members Hosted by AOPA</p> <p><b><u>Marketing Basics</u></b></p> <p>Offered as a Live Virtual Course June 21 at Noon – 2:00pm. Cost \$99 Members/\$199 Non Members Hosted by AOPA</p>