



PRIMARY CARE Scenario

Type of Care Provided

Care in this type of setting is delivered by physicians, physician assistants, nurse practitioners, and advanced practice professionals. This area of health care is the most widely used, and it is a major focus of the Affordable Care Act of 2010, focusing on primary care providers and decreasing the focus on the utilization of specialty providers.

Scenario

A physicians' group is negotiating the acquisition of a primary care provider's clinic. The primary care provider's clinic, which has incurred financial loss over the last 6 years, is being sold for the second time within the 6-year period. In a meeting to discuss the acquisition, the team responsible for ensuring the success of the acquisition is told that the shareholders of the clinic are very apprehensive and distrustful of becoming a sister company. When the last company bought the clinic, the leaders of the parent organization prepared the employees of the clinic for a great deal of change. These leaders promised that the proposed changes would improve the stressful conditions and financial losses the clinic was currently operating within. The shareholders worked diligently to prepare for the changes. Unfortunately, most of the changes never took place, and the small changes that were initiated did not last. As a result, the initial announcement of the acquisition was met with great apprehension and distrust.