Managing Healthcare Contracts with a Focus on Compliance Training Course



07 - 11 Dec 2026

Cape town

4600 € (Per Person)

Ref: #CM1445_262584

Course Introduction / Overview:

The healthcare industry is a maze of complex contracts and regulatory requirements. From patient data privacy to billing and fraud prevention, every agreement must adhere to strict rules to avoid severe penalties. This training course is designed to give you the expertise needed to manage healthcare contracts effectively while ensuring complete compliance. We will cover the specific challenges of this sector, from negotiating with insurance providers to managing vendor agreements and adhering to regulations like HIPAA (Health Insurance Portability and Accountability Act). The curriculum is built on a foundation of sound legal and ethical principles, drawing on the work of academics and authors like Sara E. Jones, an expert in healthcare law and author of "Health Care Compliance: A Guide for the Perplexed." Her insights on navigating the complex legal landscape are a key part of our program. At BIG BEN Training Center, we understand that a single compliance error can lead to a lawsuit, a major fine, or a loss of trust. This course provides a complete, hands-on guide to help you build a robust system for identifying risks and creating a safeguard. You will learn to draft clauses that protect patient data, manage complex service level agreements, and implement a compliance plan that keeps your organization safe.

Target Audience / This training course is suitable for:

- Healthcare administrators and managers.
- Compliance and legal officers.
- Contracts and procurement specialists.
- Medical practice managers.
- IT and data privacy officers.
- Financial officers in healthcare.
- Healthcare professionals in private practice.

Target Sectors and Industries:

- Hospitals and health systems.
- Pharmaceutical and biotechnology companies.
- Insurance providers and payers.
- Medical device manufacturers.
- Private medical practices and clinics.
- Government healthcare agencies.
- Healthcare technology companies.

Target Organizations Departments:

- Contracts and procurement.
- Compliance and legal.
- Revenue cycle management.
- Information technology.
- Finance and administration.
- Risk management.
- Operations.

Course Offerings:

By the end of this course, the participants will have able to:

- Master the unique legal and regulatory frameworks of healthcare contracts.
- Ensure compliance with HIPAA, HITECH, and other data privacy laws.
- Negotiate and manage service agreements with vendors and providers.
- Identify and mitigate risks related to fraud, waste, and abuse.
- Draft and analyze business associate agreements (BAAs) and other key documents.
- Implement an effective internal compliance program.
- Handle audits and government investigations with confidence.

Course Methodology:

This training course uses a highly practical, case-based methodology tailored to the unique environment of healthcare. We combine expert-led sessions with a focus on real-world scenarios and hands-on exercises. Participants will analyze detailed case studies of healthcare contracts, examining how to handle compliance issues and financial risks. You will work on group exercises to draft a business associate agreement and practice responding to a mock data privacy audit. We will use a variety of tools, including compliance checklists and risk assessment frameworks, to give you a systematic approach to managing healthcare contracts. We encourage active participation and group discussions, giving you the chance to share experiences and learn from your peers. At BIG BEN Training Center, our goal is to not only build your knowledge but also to empower you to operate with the professionalism and integrity required in this sensitive industry.

Course Agenda (Course Units):

Unit One: Foundations of Healthcare Contracts

- The unique legal and regulatory landscape.
- Key players in the healthcare contracting ecosystem.
- Understanding HIPAA and other data privacy laws.
- The importance of compliance and ethical considerations.
- Types of healthcare contracts.

Unit Two: Provider and Payer Agreements

- Negotiating with insurance companies and government payers.
- Managing reimbursement and billing clauses.
- Physician and hospital employment contracts.
- Risk-based contracts and value-based care.
- Handling credentialing and licensing.

Unit Three: Vendor and Business Associate Agreements

- Drafting and managing Business Associate Agreements (BAAs).
- Service level agreements (SLAs) for IT and services.
- Contracts for medical devices and pharmaceuticals.
- Due diligence for third-party vendors.
- Ensuring data privacy and security.

Unit Four: Compliance, Audits, and Risk

- Implementing an internal compliance program.
- Preparing for government and payer audits.
- Responding to an investigation.
- Preventing fraud, waste, and abuse.
- Managing risks related to non-compliance.

Unit Five: Emerging Trends and Best Practices

- The impact of telemedicine on contracts.
- Managing contracts for digital health and new technologies.
- Ethical considerations in AI and data use.
- Best practices for contract administration.
- Case studies in real-world compliance failures and successes.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of increasing data breaches and regulatory scrutiny, how can a proactive approach to contract compliance not only protect a healthcare organization from legal and financial risk but also transform patient trust into a powerful strategic asset?

What unique qualities does this course offer compared to other courses?

This training course is different because it is exclusively focused on the unique complexities of the healthcare industry. While other courses may give a general overview of contracting, our curriculum is built around the specific legal, ethical, and regulatory requirements that are essential for healthcare professionals. We go beyond theoretical knowledge, using hands-on exercises and real-world case studies to help you apply what you learn immediately. We also place strong emphasis on compliance and data privacy, which are crucial for success in this field. This course is for professionals who need to go from a basic understanding of contracts to a complete mastery of healthcare compliance. You will leave with the ability to manage high-stakes agreements and operate with the integrity that is essential for a successful career in healthcare.