

**Applying Business Models to Experiential Education**  
**AACP Annual Meeting**  
**July 12, 2010**

**Break Out Session**

Find the other attendees from your institution in the room and discuss the following:

If you were to apply one of these concepts at your institution, which one would you start with? (*i.e.*, which one of these areas of business planning and financial analysis would you like to try at your school?)

- Capacity
- Efficiency (Value Stream Management)
- Value

Tell us why:

- If you chose to examine capacity, think about...
  - Where/how will you get the data you need for this analysis?
  - What do you anticipate to be an optimal capacity ratio for IPPE?
  - What do you anticipate to be an optimal capacity ratio for these APPEs:
    - Inpatient/acute care general medicine
    - Ambulatory Care
    - Community Pharmacy
    - Hospital or health-system pharmacy
- If you chose to examine efficiency, think about...
  - What process (service family) would you examine first using value stream management?
  - Where might you identify waste and efficiency in your value stream?
- If you chose to examine value, think about...
  - Where should you go to figure out your program's costs/expenses?
  - What income is coming into your program? What costs does your program incur?
  - What is your program's return on investment? Speculate on ROI for a specific component of your program (like preceptor development).