

Course Syllabus

Course Number: CHSC-7102 – Summer 2013
Course Title: Successful Chiropractic Practice /
Legal Issues

Total Contact Hours Per Trimester: 60

Credit Hours: 3

Course Directors:

Section I: Miguel Chiusano, DC, MBA, DACNB
Section II: Jesse Green, JD

Class meeting time:

Thu – 1:30pm – 3:10pm (Chiusano)
Thu – 3:20pm – 5:00pm (Green)

Email Address:

mchiusano@parker.edu
JGreen@parker.edu

Phone numbers: Dr. Chiusano (972) 438-6932 ext. 7356
Mr. Green (972) 438-6932 ext. 7331

Office Hours:**Dr. Chiusano**

Mon: 12:00 pm - 01:25 pm
Tue: 12:00 pm - 01:25 pm
Thu: 12:00 pm - 01:00 pm
Fri: 12:00 pm - 01:00 pm

Jesse Green, JD

Thu: 5:00 to 6:00 pm
By Appointment

Course Description:

This course will cover information necessary to begin a career in the chiropractic profession through proven practice building steps, recognize areas of potential litigation, understand fundamental principles of general law with emphasis placed on those legal aspects and problems specific to business and professional practice, and follow practices that minimize the risk of becoming involved in such litigation.

Section I – Successful Chiropractic Practice

This course will cover information necessary to plan, begin, market and evaluate a chiropractic practice.

Section II – Legal Issues

This course teaches the student to recognize areas of potential litigation and to minimize the risk of becoming involved in litigation. The fundamental principles of general law are discussed with emphasis on issues relevant to business and professional practice.

General Approach to Teaching:

Each section consists of two (2) lecture hours per week in an interactive learning process. You are encouraged to ask questions and answer each other's questions so that together we can foster a collaborative learning process. The student is expected to develop critical thinking skills in regards to the business and legal aspects of a chiropractic office.

This course delivers information through texts, notes, relatable examples and student discussion. It is essential to attend lecture and take additional notes because the exams will cover information from the printed notes and discussion. When missing lecture it is important to

follow up by learning the material, through the recorded presentations, accessible through iTunes files.

Learner Centered Outcomes:

Section I:

1. Understand and apply how to prepare the foundation of a chiropractic career: Personal traits, Career options
2. Understand and apply how to determine new chiropractic practice location: Demographics, Purchase/leasing options, Floor plan
3. Understand and apply how to prepare the financials for a new chiropractic practice: Project costs, Operating budget, Break-even analysis, Equipment purchase
4. Compare and understand billing models including those of the National Health Care Plan: In-network insurance, out-of-network insurance, cash, and combination.
5. Understand and apply how to develop a patient acquisition plan type of patient and marketing for a new chiropractic practice
6. Understand and apply practice performance statistics

Section II:

1. Understand basic trial procedure
2. Understand risk management
3. Understand basic business law concepts needed to start and operate a business, including:
 - a) Employment Issues
 - b) Landlord/Tenant Relationships
 - c) Tort Law
 - d) Contract Law

Prerequisites:

Chiropractic Practice Principles

Required Text:

Section I: None

Section II: **Professional Chiropractic Practice: Ethics, Business, Jurisprudence and Risk Management**, by Jacob Ladenheim, J.D., Robert P. Sherman, J.D., and Louis Sportelli, D.C.

Suggested Text:

Behind Closed Doors: Gender, Sexuality, and Touch in the Doctor/Patient Relationship, by Angelica Redleaf, D.C.

SUPPLIES:

3” 3-Ring binder

Insertable Plastic Dividers, 8-Tab

Calculator – Non-programmable

Scantron sheets for the four examinations – 2 Green, 2 Red.

EVALUATION AND GRADING POLICY:

Evaluation is an integral part of the educational process and is used as an educational tool to help students identify problem areas, to recognize and reward achievement, and to identify students

who are unable to meet the rigors of the curriculum. Final course grades and their interpretation are listed below:

Assessments		Weight
Business		
1.	Exam # 1 – Successful Chiropractic Practice	15%
2.	Exam # 2 – Successful Chiropractic Practice	15%
3.	Resource Book and Activities	20%
Legal and Ethics		
4.	Exam #3 – Legal Issues	25%
5.	Exam #4 – Legal Issues	25%
Total		100%

Grade	Numerical Value	Grade Point Average	Interpretation of Academic Achievement
A	89.5 - 100	4.0	Excellent
B	79.5 - 89.4	3.0	Above Average
C	69.5 - 79.4	2.0	Satisfactory
F	Below 69.5	0.0	Unacceptable

This grading scale is strictly adhered to. There are NO exceptions.

EXTRA CREDIT:

There is NO extra credit for this course.

ESTIMATE OF STUDENT WORK LOAD:

It is important for students to complete all reading assignments before class so that the lecture time can be spent creating an understanding of business and legal concepts. This should take roughly one hour of outside coursework for every hour of lecture. Some students may find that longer preparation time is required to properly master the material presented.

This class requires second level thinking and application so the student can begin the process of developing their own and personalized successful and legally sound business approach to their practice.

STUDENTS WITH SPECIAL NEEDS:

Parker University, College of Chiropractic in accordance with Section 504 of the Rehabilitation Act of 1973 and the Americans with Disabilities Act of 1990 provides assistance to eligible students. Institutions of higher education are required to provide reasonable accommodations to qualified and eligible persons with disabilities that are logically associated with the type and level of impairment of the student. If you believe you are eligible for these services please contact the Student Assistance Program which is located in the Student Affairs office.

COMMON ACADEMIC POLICIES

A complete listing of all Academic policies is found on the MyParker webpage @ https://my.parker.edu/ICS/Academics -Coursework/Academics/Common_Policies/:

Absences for Religious Holidays
Academic Dishonesty
Academic Promotion, Probation and Dismissal Policy
Appeals
Attendance Policy
Policy on Late Instructors
Audio/Video Taping
Cell Phones and Electronic Devices in Class
Classroom Behavior
Communications
Computer Usage
Examinations (Make up Exams/Lab Practicals & Altering Grades on Exams/Exam Review)
Final examinations
Grading system
Missed Exam Policy
Grade Appeal Process
Professional Decorum
Special Needs Considerations
Student Bereavement Policy

IMPORTANT NOTE:

The provisions contained in this syllabus do not constitute a binding contract between the student and Parker University, College of Chiropractic. These provisions may be changed at any time and for any reason at the discretion of the Course Director. When it is necessary to make changes to this document, appropriate notice (at least one week, if possible) will be given to the student(s).

DISCLAIMER

The lecture or PowerPoint outlines contained in lecture notes, manuals, handouts, or posted on the course webpage, are NOT intended to represent the entire content of the course. An outline is intended to be a guide to the lecture. The responsibility of the instructor is to follow the outline, expand the concepts and give explanation and illustrations to clarify content. The role of the student is to attend lecture and take notes over material presented by the lecturer that explains and illustrates the material listed in the outline. It is also the responsibility of the student to question the instructor if explanations and illustrations are not clearly presented or understood.

The instructors take no responsibility for the accuracy or completeness of old notes, quiz questions or exam questions that students may purchase or may be given by previous students in this class.

Taking this class does not establish an attorney-client relationship. Communications in class are not confidential. The general information provided in this class may not be appropriate for your specific situation.