Why Nobody Believes the Numbers: Distinguishing Fact from Fiction in Population Health Management

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Why Nobody Believes the Numbers introduces a unique viewpoint to population health outcomes measurement: Results/ROIs should be presented as they are, not as we wish they would be. This viewpoint contrasts sharply with vendor/promoter/consultant claims along two very important dimensions:

(1)   *Why Nobody Believes* presents outcomes/ROIs achievable *right here on this very planet…*

(2)   …calculated using actual data rather than controlled substances.

Indeed, nowhere in healthcare is it possible to find such sharply contrasting worldviews, methodologies, and grips on reality.

*Why Nobody Believes the Numbers i*ncludes 12 case studies of vendors, carriers, and consultants who were apparently playing hooky the day their teacher covered fifth-grade math, as told by an author whose argument style can be so persuasive that he was once able to convince a resort to sell him a timeshare. The book's lesson: no need to believe what your vendor tells you -- instead you can estimate your own savings using "ingredients you already have in your kitchen." Don't be intimidated just because you lack a PhD in biostatistics, or even a Masters, Bachelor's, high-school equivalency diploma or up-to-date inspection sticker.

Why Nobody Believes the Numbers explains how to determine if the ROIs are real...and why they usually aren't. You'll learn how to:

- Figure out whether you are "moving the needle" or just crediting a program with changes that would have happened anyway
- Judge whether the ROIs your vendors report are plausible or even arithmetically possible
- Synthesize all these insights into RFPs and contracts that truly hold vendors accountable for results

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