

# POSITION STATEMENT: CORE COMPETENCIES OF AN INDUSTRY PARTNER IN THE HEALTHCARE VALUE ANALYSIS SPECIALTY

## EDITORS:

### **J. HUDSON GARRETT JR.**

*Ph.D., MSN, MPH, MBA, FNP-BC, IP-BC, PLNC, VA-BC, BC-MSLcert™, CMRP, HACP-IC, LTC-CIP, CIC, ICE-CCP, MSL-BC, CPPS, CCHR-S, CPHQ, CVAHP™, CPXP, CDIPC, CPHRM, FACDONA, FAAPM, FACHDM, FNAP, FACHE, FSHEA, FIDSA, FAHVAP*

### **KAREN NIVEN**

*MS, BSN, RN, CVAHP™, FAHVAP*

## CONTRIBUTORS:

### **SHARON ROBERTS**

*BSN, RN, CVAHP™, Committee Chair*

### **ANNE MARIE ORLANDO**

*MBA, BS, RN, RCIS, CVAHP™, FAHVAP, AHVAP Board Liaison*

### **J. HUDSON GARRETT JR.**

*Ph.D., MSN, MPH, MBA, FNP-BC, IP-BC, PLNC, VA-BC, BC-MSLcert™, CMRP, HACP-IC, LTC-CIP, CIC, ICE-CCP, MSL-BC, CPPS, CCHR-S, CPHQ, CVAHP™, CPXP, CDIPC, CPHRM, FACDONA, FAAPM, FACHDM, FNAP, FACHE, FSHEA, FIDSA, FAHVAP*

### **THERESA MAAS**

*MSN, RN, NE-BC*

### **PATRICIA A. MCCAULEY**

*MSN, BSN, RN*

### **KAREN NIVEN**

*MS, BSN, RN, CVAHP™, FAHVAP*

### **KAREN ROBBINS**

*DNP, RN, CPA, CVAHP™, CMRP*

### **JOANNE SULLIVAN**

*BSA, CVAHP™*

### **KACEY WEAR**

*MS, BSN, RN, CEN, CVAHP™*



© 2024 AHVAP

The Association of Healthcare Value Analysis Professionals, Inc. (AHVAP)

(888) 400-6844

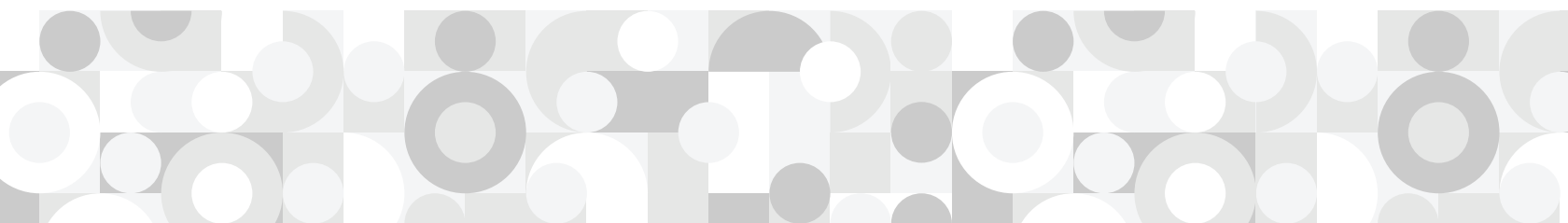
2870 Peachtree Rd NW #915-7500

Atlanta, GA 30305

[info@ahvap.org](mailto:info@ahvap.org)

[www.ahvap.org](http://www.ahvap.org)

To view additional AHVAP position statements, visit [www.ahvap.org](http://www.ahvap.org). AHVAP provides this document as a service to its members. The information provided may not apply to a reader's specific situation and is not a substitute for the application of the reader's independent judgment or the advice of a competent professional. Neither AHVAP nor any author makes any guarantee or warranty as to the accuracy or completeness of any information contained in this document. AHVAP and the authors disclaim liability for personal injury, property damage or other damages of any kind, whether special, indirect, consequential, or compensatory, that may result directly or indirectly from use of or reliance on this document.



# POSITION STATEMENT:

## Core Competencies of an Industry Partner in the Healthcare Value Analysis Specialty

In the rapidly evolving landscape of the healthcare industry, the role of a healthcare industry partner is increasingly pivotal to healthcare value analysis professionals and leaders. The competencies required for an effective healthcare industry partner are diverse, encompassing technical expertise, ethical standards, and a collaborative mindset. This position statement outlines the key competencies necessary for a healthcare industry partner to be effective in today's dynamic healthcare environment and serve as a strategic partner to healthcare value analysis professionals and leaders.

This position statement serves as a blueprint for both individual Industry Partners and those managing personnel or in training capacities for training and development. The intent of this document is to assist Industry Partners in their professional journey to become true partners with healthcare value analysis leaders. The below competencies are essential elements of building this sustainable relationship, and ensure a productive, transparent, and ethical relationship between industry and healthcare value analysis professionals and leaders.

### 1. **PATIENT-CENTERED FOCUS:**

At the heart of healthcare is the patient. A healthcare industry partner must have a strong commitment to patient-centered care, recognizing the importance of patient experience, satisfaction, and involvement in healthcare decision-making.

### 2. **CLINICAL KNOWLEDGE AND TECHNICAL EXPERTISE:**

An in-depth understanding of clinical processes, medical terminologies, and healthcare technologies is fundamental. This knowledge enables partners to effectively contribute to the development, implementation, and improvement of healthcare solutions. Industry Partners must be familiar with all relevant clinical, accreditation, regulatory, and operational terminology that is regularly utilized across the healthcare continuum of care.

### 3. **REGULATORY COMPLIANCE AND ETHICAL STANDARDS:**

Proficiency in navigating the complex regulatory environment of the healthcare sector is essential. This includes adherence to laws related to patient privacy, data security, and healthcare practices. High ethical standards are non-negotiable, ensuring that all actions prioritize patient welfare and industry best practices. Industry Partners will commit to adhering to the AHVAP Code of Conduct, and conduct themselves in a manner that demonstrates their partnership with healthcare value analysis professionals and leaders.

4. **INNOVATION AND ADAPTABILITY:**

The healthcare industry is characterized by rapid technological advancements and changing patient needs. A competent partner must be innovative, open to new ideas, and adaptable to emerging trends and technologies. Medical Product technologies must be innovative, evidence-based, and economical.

5. **COLLABORATIVE SKILLS AND STAKEHOLDER ENGAGEMENT:**

Effective collaboration with a wide range of stakeholders, including healthcare providers, patients, regulatory bodies, and technology developers, is crucial. This requires excellent communication skills, the ability to understand diverse perspectives, and the capacity to build and maintain strong relationships.

6. **STRATEGIC THINKING AND PROBLEM-SOLVING:**

Strategic thinking is essential for identifying long-term opportunities and threats, while problem-solving skills are crucial for addressing immediate challenges. A healthcare industry partner should be able to analyze complex situations, develop strategic plans, and implement solutions effectively.

7. **FINANCIAL AND OPERATIONAL ACUMEN:**

Understanding the financial and operational aspects of healthcare systems is critical. This includes knowledge of healthcare funding, resource allocation, and efficiency optimization, ensuring that solutions are not only clinically effective but also economically viable.

8. **CONTINUOUS LEARNING AND DEVELOPMENT:**

The healthcare industry is constantly changing. A commitment to continuous learning and professional development is vital to stay abreast of new knowledge, skills, and best practices in the field. Industry Partners, that meet eligibility criteria, should pursue the Certified Value Analysis Healthcare Professional (CVAHP™) designation. All Industry Partners should successfully complete the AHVAP Certification Center Recognized Industry Partner micro-credential program. These educational offerings demonstrate the Industry Partner's commitment to ongoing professional development, partnership with their clients, and a deeper understanding of the evolving healthcare industry. Learning must be continuous and part of a personal professional development plan.

In conclusion, a competent healthcare industry partner is characterized by a blend of technical and interpersonal skills, ethical integrity, strategic insight, and a commitment to continuous improvement. These competencies are essential to effectively navigate the complexities of the healthcare landscape and to contribute positively to the advancement of healthcare systems and patient care. The Association of Healthcare Value Analysis Professionals (AHVAP) is proud to support the professional growth of Industry Partners as integral components of a safe, reliable, and evidence-based healthcare continuum of care.

**Date Approved: 3/1/24**

**Version: 1.0**



This whitepaper was made possible by the Association of Healthcare Value Analysis Professionals, Inc. (AHVAP).

It was developed to support efforts to advance safe and trusted health care delivery through evidence-based value analysis.

Visit <https://ahvap.memberclicks.net/member-benefits> to learn more and become an AHVAP member.

