



How to Develop a Business Plan for Pharmacy Services

Glen T Schumock, JoAnn Stubbings

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The second edition of How to Develop a Business Plan for Pharmacy Services is designed to assist in evaluating and creating pharmacy service proposals by promoting critical thinking in key areas through the use of selected, thought-provoking questions. This new edition includes: Chapters on the importance of planning in pharmacy and on the general process of business planning. Discussions on the key elements of the business planning process. New to this edition, a set of exercises to guide the reader in writing his/her own business plan. Access to online resources including: An electronic version of the workbook questions. An electronic version of the business plan template to be used for writing a business plan. A Microsoft Excel program that allows the user to develop financial statements for proposed businesses. Two business practice models. The Web site will be updated periodically with new resources, including additional sample business plans. How to Develop a Business Plan for Pharmacy Services will assist pharmacy clinicians, managers, and leaders to explore, research, propose, and implement new services and enhance existing services by providing a systematic approach to the business planning process. The materials presented are applicable to pharmacy services in hospitals, community practice, managed care organizations, ambulatory clinics, and elsewhere. The book is also useful as a teaching tool in the classroom environment. Business planning is an important skill for pharmacy students and many colleges/schools of pharmacy have required or elective courses on this subject.

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