IIHMR DELHI | INTERNATIONAL INSTITUTE OF HEALTH MANAGEMENT RESEARCH

Fellow Program in Management

2024-2027 Batch

2nd Semester End Examination

Course & Code	:	**Hospital Pricing & Insurance Management-FP 734**	**Reg. No. :**
Semester & Batch	:	**II, 2024-2027**	**Date : 21-08-2025**
Timing & Duration	:	**02:00 – 05:00 P.M. (3 Hrs.)**	**Max. Marks : 70**

Instructions:

- Budget your time as per the marks given for each question and write your answer accordingly.

Part-A: Q.1 to Q.6 (5 questions *6 Marks = 30 Marks) Attempt any five.

1. Map the various stakeholders in the health insurance sectors and provide an outline of their roles and responsibilities.

2. Critique Community Based Health Insurance (CBHI) schemes in India citing some examples.

3. Differentiate between deductible, copayment, and premium in health insurance. A patient is admitted to a private hospital with a total bill of ₹1,20,000. The patient is covered under a health insurance policy with the following conditions:

   Annual Premium: ₹25,000
   Deductible: ₹10,000 per year
   Co-payment: 20% of the admissible claim amount
   Calculate:
   a) The total amount paid by the patient (out-of-pocket).
   b) The amount reimbursed by the insurer.
   c) Comment on how deductible and copayment together influence hospital billing and patient affordability.

4. Hospital pricing in India often faces criticism due to its lack of transparency and the wide differences between providers. Factors like the cost of infrastructure, technology, human resources, insurance agreements, government regulations, and patient views on quality all play a role. How can hospitals balance affordability for patients with financial sustainability for the organization while staying competitive in the healthcare market?

5. In hospital pricing strategies, hospitals often use skimming pricing when they introduce new medical technologies or premium healthcare services. Critically analyze how using skimming pricing for high-end treatments, such as robotic surgeries, advanced diagnostic imaging, or personalized medicine, affects accessibility, hospital brand positioning, and long-term revenue sustainability in the Indian healthcare market.

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6. Value-based pricing in hospitals focuses on charging patients based on the health outcomes they perceive and receive. This approach differs from simply covering the costs of services or inputs. Discuss how hospitals in India can adopt value-based pricing models for services like chronic disease management, maternity packages, or surgical procedures. Assess the possible benefits for patients, insurers, and providers. Also, consider the challenges of measuring outcomes and ensuring fair pricing.

Part-B: Q.7 to Q.11 (4 questions *10 Marks = 40 Marks) Attempt any four.

7. Discuss key measures taken by the Government of India to increase coverage of healthcare insurance across various sections of society.

8. Explain the role of Third-Party Administrators (TPAs) in the Indian health insurance system. How do TPAs impact hospital operations in terms of claims processing, patient satisfaction, and financial management? Illustrate your answer with relevant examples or case scenarios."

9. What is underwriting in health insurance? Discuss its significance in the Indian healthcare insurance sector, highlighting how underwriting decisions influence risk assessment, premium determination, and access to insurance coverage. From a hospital management perspective, how can underwriting practices affect patient admission, billing, and treatment planning?"

10. Explain the different types of hospital pricing strategies, including cost-based pricing, competitive pricing, value-based pricing, and package pricing. How can the choice of strategy affect patient satisfaction, hospital revenue, and competitiveness in the healthcare market?

11. Patients often view higher hospital charges as a sign of better quality of care. It's important to critically discuss whether price is a reliable measure of healthcare quality. How can hospitals be transparent and justify their pricing while also building trust and delivering quality outcomes?