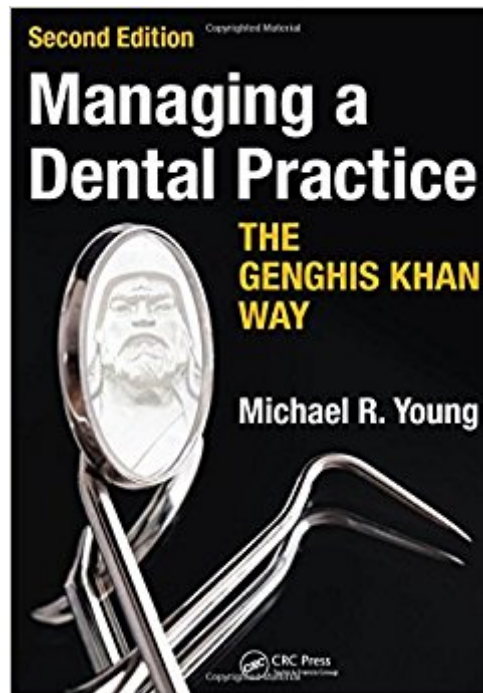




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# Managing A Dental Practice The Genghis Khan Way, Second Edition



## Synopsis

Managing a Dental Practice the Genghis Khan Way shows you how to turn your practice into a successful business. Being an effective practice manager demands a clear vision, sufficient business knowledge and, above all, wise judgement. Never intended to be a theoretical book, this is a "warts-and-all" guide to managing a dental practice, written by someone who's been there, made mistakes and survived. It will show you the importance of teamwork and communication, staying close to your patients and prudent financial management. So why Genghis Khan? Well, Genghis Khan was a charismatic leader in the late twelfth and early thirteenth centuries who created one of the world's greatest empires. His hugely successful strategies included intelligence gathering, being quick to learn and adopt new technologies and successful people management. Whichever way you look at it, you will need all of Genghis Khan's skill, strength and tenacity to be a successful dentist and business owner. This revised edition has been thoroughly updated and adds a section on buying and setting up a practice as well as much more about managing patients and employees. You will find information on leadership, team building and working with other clinicians. The Policies and Procedures section now includes a new chapter on how to manage the Care Quality Commission. In many ways, this book reflects the author's own odyssey through the choppy waters of practice ownership and the resulting insights and understanding of how to successfully manage a dental practice.

## Book Information

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"This brilliant book is comprehensive and covers all aspects of management that you could possibly

need in your day-to-day role | The busy manager will have no difficulty finding exactly what they want | There are step-by-step action plans for you to follow, with great advice on what to do and what not to do | I would recommend this book to everyone working in dental practice" | •Niki Boersma, President, Association of Dental Administrators and Managers (From the Foreword)Praise for previous editions:"There are no secret formulas here, just practical advice told in an honest manner that aims to help readers avoid expensive and stressful mistakes." •Dentistry Tribune"Written from the pen of experience, this book seeks to provide a clear and logical framework for those wishing to establish an effective and efficient management model in dental practice." •British Dental Journal"The whole text is set in a logical order. The language used is simple. Bullets and points have been used at most of the places. This enables key concepts to be understood easily." •Guident"This book is, in my opinion, a gem to have to hand in these uncertain times. There are parts of this book for everyone, but for those involved in management of any sort, it will be the book as a whole which will be of use presently and in times to come." •Team in Practice

Michael R. Young, BA, BDS, MSc, is a former clinician, practice owner, and independent clinical negligence expert witness. His practice was one of the first in the UK to be awarded the British Dental Association Good Practice. Dr. Young is also a highly respected and much sought-after writer who has for many years been a regular contributor to various dental and non-dental publications around the world. He has contributed to books as well as the New Law Journal and to Solicitors Journal. As well as being a dental graduate, Dr. Young holds a BA in classics and history. In his spare time he likes to write fiction. He has written a play, a short story, and one piece of flash fiction.

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