AbstractID: 14401 Title: Negotiation Tactics for Medical Physicists

A contract for medical physics services is an agreement creating and defining obligations between a medical physics service provider and a contracting entity (Clinic). Contractual agreements may serve as a tool for the Qualified Medical Physicist (QMP) to communicate in writing an offer to perform a specific scope of work, under a specific set of conditions, in return for specific payment. Effective contracts improve patient care by avoiding ambiguities in responsibility and authority in the clinic that may lead to patient treatment errors or oversights by the QMP or the Clinic.

The Professional Contracts Working Group (PCWG) of the AAPM has created guidance on contractual agreements. The information is presented and organized in a wiki format on the AAPM website, and will soon be open to the general AAPM membership. A tour and discussion of the elements of effective contracting is presented, as displayed on the PCWG Wiki in real time.