

Take **AIMCC** wherever you go
Download the new app today!



Health maintenance organizations (HMOs) use financial incentives to influence physicians' clinical decisions (1). Although many physicians claim that they are somehow immune to these measures, research proves otherwise (2) and common sense dictates that HMOs would not continue to use financial incentives if they did not perceive that they work. Physicians (and patients) respond to what is in their pecuniary interests (3-8). The crucial question is not whether financial incentives affect physicians' decisions, but whether some financial incentives distort physicians' judgment. In other words, in the pursuit of cost-effective medicine, do some HMO incentives influence doctors to conserve medical resources...

Get full access to this article

View all available purchase options and get full access to this article.

 GET ACCESS

References

1.

Hillman A. Financial incentives for physicians in HMOs. Is there a conflict of interest? *N Engl J Med.* 1987;317:1743-8.

[Crossref](#) | [PubMed](#) | [Google Scholar](#)

2.

Hillman A, Pauly M, and Kerstein J. How do financial incentives affect physicians' clinical decisions and the financial performance of health maintenance organizations? *N Engl J Med.* 1989;321:86-92.

[Crossref](#) | [PubMed](#) | [Google Scholar](#)

3.

Egdahl R and **Taft C**. Financial incentives to physicians. *N Engl J Med*. 1986;315:59-61.

[Crossref](#) | [PubMed](#) | [Google Scholar](#)

4.

Enthoven A. Shattuck Lecture—cutting cost without cutting the quality of care. *N Engl J Med*. 1978;298:1229-38.

[Crossref](#) | [PubMed](#) | [Google Scholar](#)

[SHOW ALL REFERENCES](#)

Comments

0 Comments



[Sign In to Submit A Comment](#)

Advertisement

**A Great Home
for Your Work**

- Expert manuscript review
- Personalized attention from editors
- Unmatched media coverage
- Timely Publication

[LEARN MORE](#)

Annals
of Internal Medicine

The advertisement features a dark teal background with white and yellow text. It lists four benefits of publishing in Annals of Internal Medicine: expert manuscript review, personalized attention from editors, unmatched media coverage, and timely publication. A yellow button with the text 'LEARN MORE' is positioned at the bottom left, and the journal's logo is at the bottom right.

[Download PDF](#)