

# Clinical Value Compass Worksheet, Side A

① OUTCOMES → Select a population \_\_\_\_\_  
(specify patient population)

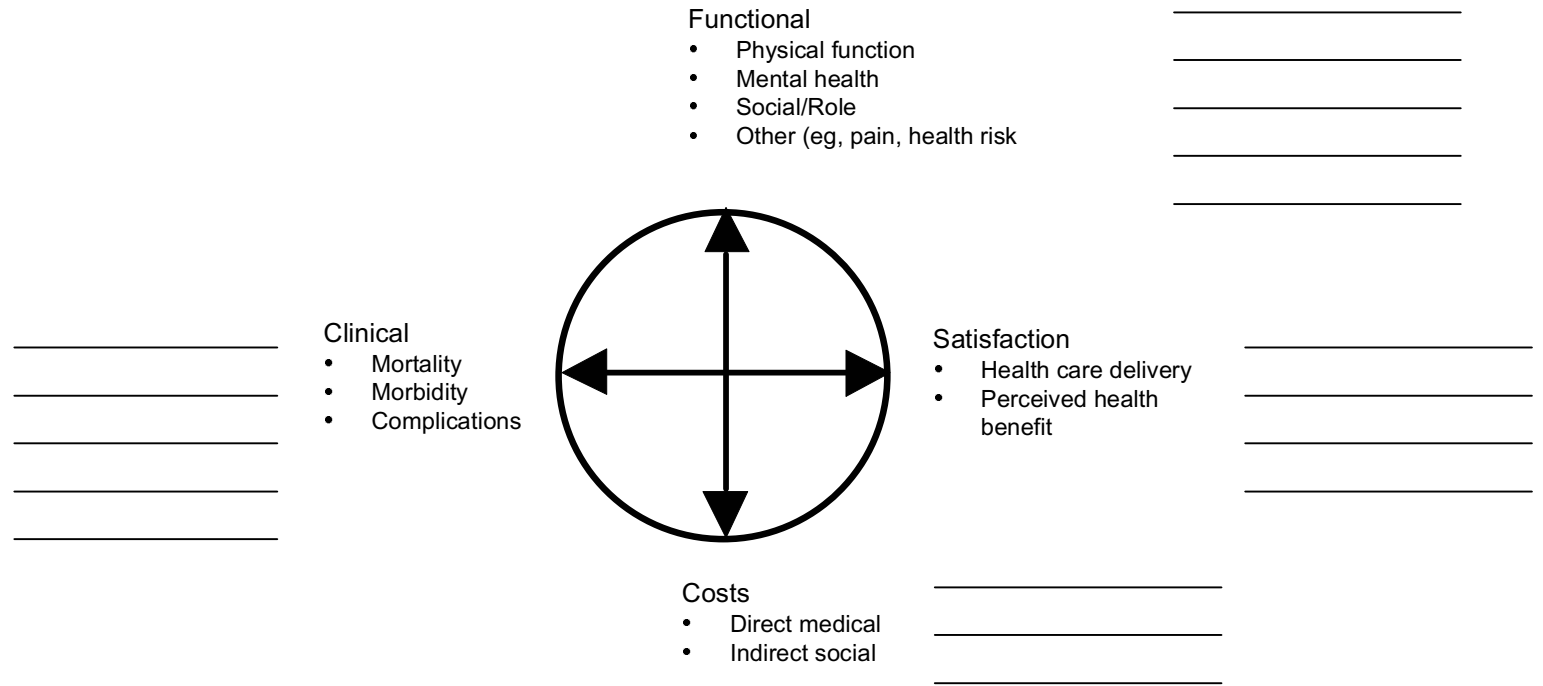
② AIM → What's the general aim? Given our wish to limit or reduce the illness burden for "this type" of patient, what are the desired results?  
 \_\_\_\_\_  
 \_\_\_\_\_

**TIPS: Path Forward →**

*Worksheet purpose:* To identify measures of outcomes/costs that contribute most to the value of care.

1. Select a clinically significant population.
2. Assemble small interdisciplinary team.
3. Use brainstorming or nominal group technique to generate "long" list of measures
4. Start with west (clinical) on the compass and go clockwise around the compass.
5. Use multivoting to identify "short" list of 4 to 12 key measures of outcomes and costs.
6. Determine what data are needed versus what data can be obtained in real time at affordable cost.
7. Use side B of worksheet to record names and definitions of selected measures of value.

③ VALUE → Select starter set of outcomes/cost measures



# Clinical Value Compass Worksheet, Side B

## ④ SPECIFIC OPERATIONAL DEFINITIONS → for key outcome and cost measures

TIPS: Writing Definitions →

A *conceptual definition* is a brief statement describing a variable of interest. It should tell people what you want to measure and who "owns" it.

An *operational definition* is a clearly specified method for reliably sorting, classifying, or measuring a variable. It should be written as an instruction set, or protocol, that would enable two different people to measure the variable, by using the same process and thereby producing the same result. It should explain to people how a variable should be measured.

Variable name and brief <i>conceptual</i> definition	Source of data and <i>operational</i> definition
A.  Owner: _____	
B.  Owner: _____	
C.  Owner: _____	
D.  Owner: _____	
E.  Owner: _____	
F.  Owner: _____	
G.  Owner: _____	
H.  Owner: _____	