







Model Curriculum

Duty Manager – Patient Relation Services

SECTOR: Healthcare

SUB-SECTOR: Allied Health & Paramedics OCCUPATION: Healthcare Administration

REF ID: HSS/Q6104, v2.0

NSQFLEVEL: 6









TABLE OF CONTENTS

1.	Curriculum	1
2.	Trainer Prerequisite	15
3.	Annexure: Assessment Criteria	16









Duty Manager – Patient Relation Services

CURRICULUM / SYLLABUS

This program is aimed at training candidates for the job of a <u>"Duty Manager – Patient Relation Services"</u>, in the <u>"Healthcare"</u> Sector/Industry and aims at building the following key competencies amongst the learner

Program Name	Duty Manager – Patient Relation Services		
Qualification Pack Name & Reference ID. ID	HSS/Q6104, version 2.0		
Version No.	2.0	Version Update Date	28tth July 2022
Pre-requisites to Training	relevant experience OR Graduation in any field OR 12th Class Pass with 7 y OR 12th Class Pass and pur OR NSQF Level 5.5 Deputy relevant experience) OR Previous relevant Quali experience OR	relevant field oma (after 12th Class) in the with 3 years of relevant experience rears of relevant experience resuing continuous regular gra Duty Manager (Patient Rela fication of NSQF Level 5 with	erience aduation ation Services) (3 years
NCO code and occupation:	NCO-2015/2263.0200, Healthcare Administration		









Training Outcomes

After completing this programme, participants will be able to:

- supervise in house operations to meet organizational objectives
- supervise professionals working in Hospital Front Desk and Patient Relation Services domain
- carry out effective utilization of resources as per organizational needs
- undertake corrective action in case of non-compliances in accordance to hospital policy, administration and work rules
- support clinical, operational and facility services for smooth functioning
- enhance their skill and capacities in managing Hospital front Desk
- plan, perform and conduct training sessions for others regarding process compliance, initiatives or promotions
- enhance their knowledge in resource management, HR management
- facilitate service excellence and satisfaction among stakeholders
- coordinate among various departments for effective resolution
- develop skills and train other related professionals to work out on medical software to maintain Hospital Information System
- demonstrate professional behaviour, personal qualities and characteristics of a hospital front desk coordinator
- demonstrate correct method of bio-medical waste management
- demonstrate Basic Life Support, Cardio Pulmonary Resuscitation and other actions in the event of medical and facility emergencies
- demonstrate effective communication skills
- getting along with, working with and co-operating with others
- reporting concerns/issues/challenges to higher authorities as per escalation matrix and assist in finding solutions
- exhibit skills in terms of team supervision, administrative support, supervisory support, office harmony, crisis handling and customer services.









This course encompasses $\underline{8}$ out of $\underline{8}$ National Occupational Standards (NOS) of "Duty Manager – Patient Relation Services" Qualification Pack issued by "Healthcare Sector Skill Council".

Sr. No.	Module	Key Learning Outcomes	Equipment Required
1.	Orientation about Healthcare Scenario and Industry Theory Duration (hh:mm) 20:00 Practical Duration (hh:mm) 05:00 Corresponding NOS Code Bridge Module	 Describe about health disease and well being Describe about basic structure and function of the healthcare system in the country Describe about hospital topography and spectrum of clients that visit the hospital Describe about healthcare delivery system, incidence and prevalence specific to country Describe about healthcare organization prevalent at primary/secondary & tertiary level and levels of services available Define concepts of health indicator Describe National Health Program and National Health Policy Describe about legal and ethical issues pertaining to healthcare industry specific to country Define general policies and procedures observed by healthcare organization Learn about organization pricing, discount policy, documentation & reporting process in general Learn about organizational behaviour Learn about organizational behaviour Learn about Insurance programs 	Audio Visual aide White Board Projector Internet Charts Poster
2.	Orientation about Human Body and Structure Theory Duration (hh:mm) 20:00 Practical Duration (hh:mm) 05:00 Corresponding NOS Code Bridge Module	 Discuss the concept of healthy body and healthy mind Describe about basics of human anatomy and physiology Describe about common systemic wise diseases Describe about different disciplines of healthcare organization/specializations with reference to human body Describe special needs of vulnerable clients in the hospitals Describe visible symptoms of ill patients or patients who need immediate attention by medical team 	Audio Visual aide White Board Projector Internet Charts Poster Mannequin Patient Bed/Stretcher
3	Patient Behavior & Psychology	Develop an understanding of the philosophy & theories of patient	Audio Visual aide White Board









Sr. No.	Module	Key Learning Outcomes	Equipment Required
	Theory Duration (hh:mm) 35:00 Practical Duration (hh:mm) 05:00 Corresponding NOS Code Bridge Module	 behaviour & psychology Discuss about body mind relationship modulation process in health and illness Discuss about genetics and behaviour, heredity and environment Discuss modalities of attention, perception, learning, memory, thinking, intelligence, cognitive functions Discuss the importance of motivation and emotional processes, sound, personality at work place Discuss in details regarding developmental psychology of a human being Describe about mental hygiene and mental health 	Projector Table Chair Internet Charts Poster
4	Supervision of hospital Front Desk Management Theory Duration (hh:mm) 30:00 Practical Duration (hh:mm) 10:00 Corresponding NOS Code HSS/N6112, HSS/N6113, HSS/N6114, HSS/N9616, HSS/N9617, HSS/N9618	 Describe the functions of all related professionals at hospital front desk & patient relation services Describe roles & responsibilities of clinical/paramedic/support staff in health care organization Identify goal/mission/vision of organization and act accordingly to fulfil and encourage the rest hospital towards a common goal. Supervise management, planning and schedule work requirement at front desk Describe report delivery process and escalation matrix Describe regarding the importance of developing, reviewing and improving policies and guidelines Describe about personnel management and identifying appropriate resources Establish parameters for monitoring and quality of services Describe about TPA operations and cash management Define patient flow management in hospital area for availing services such as OPD/IPD/Diagnostics etc in coordination with healthcare team Understand about hospital departments/diagnostic available with HCO/services available and direct patient to accurate unit. 	Audio Visual aide White Board Projector Table Chair Internet Charts Poster









Sr. No.	Module	Key Learning Outcomes	Equipment Required
		Know about schemes/ tariffs/discounts/promotions which can be advised to relevant patients/carer's or visitors in accordance with healthcare team	
5	Interdepartmental & intradepartmental networking Theory Duration (hh:mm) 20:00 Practical Duration (hh:mm) 15:00 Corresponding NOS Code HSS/N6112, HSS/N6113, HSS/N6114, HSS/N9615, HSS/N9616, HSS/N9617, HSS/N9618	 Define the scope of practice for duty manager – patient relation services to liaise with different departments in the health care organization Describe how to interview & assess patients/staff or their representatives to identify problems relating to care describe how to provide regular & timely support to clinical, operational & facility services requirements arising in the respective departments Explain policies, procedures, or services to patients and others in accordance with organizational process Define how to liaise & coordinate with healthcare team for effective patient management starting from entry to exit (admission to discharge or for referral services) Describe how to oversee floor & facility management Describe how to design, review, develop & implement quality process How to create work schedules for employees Describe how to set performance standards to monitor the performance of employees Describe how to track the progress made on request for service improvement intradepartmental and interdepartmental and escalate as per escalation matrix Describe how to ensure requirement request raised by different departments is addressed in a timely manner 	Audio Visual aide White Board Projector Table Chair Internet
6	Personnel Management Theory Duration	Describe the factors to establish and maintain peaceful environment in work area with all	Audio Visual aide White Board Projector
	(hh:mm) 20:00 Practical Duration (hh:mm)	 Describe the factors important for Acquisition of human resource, training and development, performance appraisal, Describe the importance of effective 	Internet Charts Poster Sample Duty Roaster









Sr. No.	Module	Key Learning Outcomes	Equipment Required
	O5:00 Corresponding NOS Code HSS/N6112, HSS/N6113, HSS/N6114, HSS/N6115, HSS/N9615,HSS/N9616, HSS/N9617, HSS/N9618	leadership and team building activities Learn general and specific etiquettes to be observed while working for self and guide others for the same Develop skills to guide and mentor supporting staff for effective patient relationship & services Supervise for creating duty roaster Describe about service recovery matrix Understand need for compliance of organizational hierarchy and escalation matrix Understand self-boundaries, roles and responsibilities and other's roles and responsibilities as well Identify periodically training needs and schedule training for team Monitor policies, processes and procedures and identify best practice, risks and areas for improvement Understand how to manage potential risks to the quality and safety of practice Understand how to evaluate and reflect on the quality of your work and made continual improvements Understand the importance of using the best practice guidelines at all times, and the importance of evaluating oneself to see if any improvement needs to be done Understand the importance of individuals or team compliance with legislation, protocols and guidelines and organisational systems and requirements	
7	Hospital administration and protocols Theory Duration (hh:mm) 30:00 Practical Duration (hh:mm) 10:00 Corresponding NOS Code HSS/N6112, HSS/N6113, HSS/N6114, HSS/N6115, HSS/N9615,HSS/N9616,	 Identify complaint and mechanism for addressing complaints Describe about risk assessment analysis and procedures to overcome the risk Describe about SWOT analysis Describe the importance of documenting, classifying, prioritizing queries & escalate to appropriate authority if unresolved Monitor the services being rendered to patients using sample data and quality metrics, publish dash board, MIS reports, feedback forms etc. Describe how to analyse for deviations 	Audio Visual aide White Board Projector Internet Charts Poster









Sr. No.	Module	Key Learning Outcomes	Equipment Required
	HSS/N9617, HSS/N9618	from set protocols and causes for the same How to address the concerns as per the set TAT (Turn Around Time) criteria for the area involved Describe about grievances redressal and how to work around it Describe how to manage communications across stakeholders, subject matter experts, executives and other internal groups Describe about Root Cause Analysis and how to work around it Describe about internal and external audit process with respect to various disciplines such as NABH/ISO/NABL/MCI/INC etc. Describe how to initiate service recovery tools for issues/complaints encountered as per organizational policies Discuss how to plan and manage the business change management and user acceptance of new tools and processes How to analyse business functional requirements to ascertain required information, procedures and decision flows Describe about crisis management	
8	Marketing Management of the Healthcare Organization Theory Duration (hh:mm) 30:00 Practical Duration (hh:mm) 15:00 Corresponding NOS Code HSS/N6112, HSS/N6113, HSS/N6114, HSS/N6115, HSS/N9615,HSS/N9616, HSS/N9617, HSS/N9618	 Describe about importance and scope of marketing, core marketing concepts Discuss about basic concept of marketing management – consumer behaviour Understand about marketing research & information, pricing of various services, marketing strategy, evaluation and control Understand how to carry out promotion of business in hospital Understand about service marketing – patient care and communication Describe about various marketing promotional activities, corporate marketing Discuss about marketing and medical ethics Describe various means and platforms for marketing, promotion and branding activities for healthcare organization Describe about promotional activities 	Audio Visual aide White Board Projector Internet Charts Poster Branding Materials Collaterals









Sr. No.	Module	Key Learning Outcomes	Equipment Required
		 which can be taken up for branding about healthcare organization Describe how to promote self-organization in the vicinity Describe how to create professional development opportunities for employees Describe how to create newsletters etc. Describe how to market aggressively, promote and elevate physicians and healthcare organization Describe how to coordinate for networking events as & when required Describe how to showcase the healthcare organization using multiple media Describe about analysing incident reporting channel 	
9	Health Promotion and safety Theory Duration (hh:mm) 30:00 Practical Duration (hh:mm) 10:00 Corresponding NOS Code HSS/N6112, HSS/N6113, HSS/N6114, HSS/N6115, HSS/N9615,HSS/N9616, HSS/N9617, HSS/N9618	 Monitor health and safety of the employees in the hospital Coach and encourage for safety at workplace. Monitor for issues related to security in the hospital Keep up with the latest trends in safety protocols. How to ensure adequate & proper signage are placed at various key positions in hospitals Describe how to develop & ensure maintenance of various hospital security system How to ensure risk management protocol is followed throughout in the hospital and updating it regularly How to ensure hospital announcement is updated regularly 	AV Aids White Board Projector Internet
10	Foundations of Accounting and Budgeting Theory Duration (hh:mm) 25:00 Practical Duration (hh:mm) 10:00 Corresponding NOS Code	 Describe about nature and scope, limitations of financial accounting Discuss about basic concepts and conventions of accounting Describe how to conduct analysis of financial statements, common size, ratio analysis Describe about basic principles of accounting, issues and scope of financial management Understand cost classifications encompassing fixed and variable costs Comprehend the methods and approaches for cost allocation 	Audio Visual aide White Board Projector Internet









Sr. No.	Module	Key Learning Outcomes	Equipment Required
11	HSS/N6112, HSS/N6113, HSS/N6114, HSS/N6115, HSS/N9615 Basics of Statistics and Budgeting Theory Duration (hh:mm) 25:00 Practical Duration (hh:mm) 10:00 Corresponding NOS Code HSS/N6112, HSS/N6113, HSS/N6114, HSS/N6115	 including activity based costing Assist for developing operating performa statements and budgets for department/ healthcare organizations. Prepare effective written business cases or presentations Describe about financial statement & its analysis Describe about strategic budgeting methods and operational planning principles. Describe about balance sheet & cash flow Describe how to avoid losses from inventory obsolescence and reduce financial investments in inventories How to identify safety and risk management issues & intervene accordingly Describe how to record business transactions and its importance Describe about fund allocation & department performance reports Discuss about concept of business plan, project plan Understand about elements of cost and costing methods, cost control and cost reduction Describe about budgeting – revenue and capital budgeting, cash budgeting discuss about money market and capital market, merger and acquisition. 	Audio Visual aide White Board Projector Internet
12	Infection Control & Prevention Theory Duration (hh:mm) 30:00 Practical Duration (hh:mm) 10:00 Corresponding NOS Code	 Understand the importance of infection control and prevention and guiding others about it in accordance with healthcare team Identify the factors which influence the outcome of an exposure to infection List strategies for preventing transmission of pathogenic organisms Understand about spillage management Understanding of hand hygiene: infection control/exposure control/ PPE Understand about Nosocomial 	Audio Visual aide White Board Projector Internet Charts Poster Hand sanitizer Wash basin Towel









Sr. No.	Module	Key Learning Outcomes	Equipment Required
	HSS/Ng617, HSS/Ng618	 Infection Understand importance about incident reporting Develop understanding of the concept of Healthy Living Develop techniques of self-grooming and maintenance Vaccinate against common infectious diseases: immunisation to reduce the health risks for self, patients. 	
13	Quality Management in Healthcare – Service Theory Duration (hh:mm) 40:00 Practical Duration (hh:mm) 20:00 Corresponding NOS Code HSS/N6109, HSS/N6110, HSS/N9615, HSS/N9616, HSS/N9617, HSS/N9618	 Describe about scope and importance of quality in healthcare Describe various dimensions of Quality Describe about Quality Concept, Quality Assurance, Total Quality Management, Quality Circle Describe about various accreditation agencies for Healthcare organizations nationally and internationally such as NABH,NABL, JACHO etc. Describe about various standards of NABH and their implications for quality control and quality assurance Discuss about quality standards applicable to the hospital front office functionaries Understand about quality initiatives in ensuring patient safety Discuss about lean & six sigma and other quality tools Describe about quality assurance and quality control Discuss the concepts of Continuous Quality Improvement, Total Quality Management and 6 Sigma strategies. Describe about quality control and assurance tools which can be utilized for effective functioning Describe about patient behaviour and psychology Describe about patient rights and responsibilities applicable to work area Describe self-role in maintaining patient's rights Escalate to competent authority in case of any deviation or nonconformance as per organizational policies and procedures Liaise with Healthcare team for effective care for patients 	Audio Visual aide White Board Projector Internet Charts Poster









Sr. No.	Module	Key Learning Outcomes	Equipment Required
14	Hospital Management Information System Theory Duration (hh:mm) 30:00 Practical Duration (hh:mm) 20:00 Corresponding NOS Code HSS/N6112, HSS/N6113, HSS/N6114, HSS/N6115	 Describe various modalities and features available with Hospital Management Information System Describe various characteristics of HIS/HMIS Describe about important information and credentials to be captured by patient/attenders for HIS/HMIS Describe basic functioning of HIS/HMIS Describe escalation matrix in case of non-compliances Assess working status of HIS/HMIS as and when required Maintain database of visitors/patients etc. Describe the importance of Electronic Health Records/Medical Records/Computerized patient record systems 	Audio Visual aide White Board Projector Internet Sample HIS software Charts Poster
15	Recording, Auditing and Research Theory Duration (hh:mm) 30:00 Practical Duration (hh:mm) 10:00 Corresponding NOS Code HSS/N6112, HSS/N6113, HSS/N6114, HSS/N6115, HSS/N9615,HSS/N9616, HSS/N9617, HSS/N9618	 Discuss types of personnel records Describe the various methods of safeguarding the records and reports Apply the methods of maintaining confidentiality Apply methods to audit internal process to promote patient relation services Apply research tools to identify problems, issues, concerns and solutions to address the same Understand about data analysis Understand about primary and secondary research 	Audio Visual aide White Board Projector Internet
16	Safety & First Aid Theory Duration (hh:mm) 20:00 Practical Duration (hh:mm) 05:00 Corresponding NOS Code HSS/Ng617, HSS/Ng618	 Describe common emergency conditions and how to deal with it as per limits and competency Describe basics of first aid Develop understanding and precautions to ensure self-safety Provide care to the patients while moving & transferring is required Demonstrate the use of protective devices (restraints, safety devices) Seek for assistance from appropriate authority in a timely manner Understand Principles of basic life support (Adult chain of survival 	Audio Visual aide White Board Projector Internet Charts Poster Emergency Codes, fire extinguisher, charts to display deviation from normal health condition (sign & symptoms)









Sr. No.	Module	Key Learning Outcomes	Equipment Required
		 ,CABDs of giving CPR) Describe about First Aide which is to be given during accidents and emergencies Describe the protocol of giving life support during choking Learn actions to be initiated in case of fire or any institutional emergency Describe how to use fire extinguisher Understand suspicious behaviour of individuals and tracking the same Liaise with Security guards on regular basis to assess their competency with respect to Institutional Emergencies, Fire safety and & security 	
17	Bio Medical Waste Management Theory Duration (hh:mm) 10:00 Practical Duration (hh:mm) 05:00 Corresponding NOS Code HSS/Ng618	 Gain understanding of importance of Collection, Segregation, Transportation and treatment of Bio Medical Waste and Bio Hazard Waste Gain Understanding about local & municipal bodies dealing with transportation and treatment of bio Medical and Bio Hazard Waste and contact them as and when required Gain understanding of categories of bio-medical waste Learn about disposal of bio-medical waste – colour coding, types of containers, transportation of waste, etc. Gain broad understanding of standards and means for bio-medical waste disposal Monitoring & controlling of cross infection (Protective devices) Describe BMW from Administrative point (Budget, Health check-up, Insurance) 	Different coded color bins, Visit to treatment plan of bio medical waste etc, visit to healthcare facility to learn about BMW
18	Advanced IT Skills Theory Duration (hh:mm) 10:00 Practical Duration (hh:mm) 20:00 Corresponding NOS Code Bridge Module	 gain understanding about Application of computers Introduction to Computers: Block diagram Input and Output devices Storage devices Discuss the foundation concept of operating systems Need of Operating systems (OS) Function of OS Windows 2000 – Utilities and basic operations Microsoft office 2000 – MS Word, MS 	Computer with internet facility









Sr. No.	Module	Key Learning Outcomes	Equipment Required
		Excel PowerPoint Presentation Basic concepts about computer Hardware & Software Working knowledge of commonly used hospital software Application of Computer in hospitals Computer programme and operating system Data Based Concept (ER diagram) Microsoft Office, SQL, V.B. ERP system with all modules Importance of effective Health Information system Digital maintenance of Medical Records	
19	Soft Skills & Communication Theory Duration (hh:mm) 25:00 Practical Duration (hh:mm) 20:00 Corresponding NOS Code HSS/N6112, HSS/N6113, HSS/N6114, HSS/N615, HSS/N9616, HSS/N9617, HSS/N9618	 Understand IEC activities in health sector Describe basic concepts & principles of good communication Explain and describe effective and non-effective communication techniques Identify behaviours that interfere with effective communication Types & process of communication Communication process with internal and external clients Demonstrate knowledge of various ethnic groups and discuss communication between cultures. Able to handle effective Communication with Peers/ colleagues using medical terminology in communication Learn basic reading and writing skills Learn sentence formation Learn foal setting, team building, team work, time management, thinking and reasoning & communicating with others Learn problem solving Understand need for customer service and service excellence in Medical service Learn Telephone and Email etiquettes Learn to analyse, evaluate and apply the information gathered from 	Self-learning and understanding, Group Activity, Scenario based learning's









Sr. No.	Module	Key Learning Outcomes	Equipment Required
		 communication to act efficiently Learn identification of rapidly changing situations and adapt accordingly Learn decision making ability Learn planning and organization of work 	
	Total Duration Theory Duration (hh:mm) 480: 00 Practical Duration (hh:mm) 210: 00	Class Room equipped with following arrangement Model of Healthcare organizations with different Manikin, registration desk. Counter/phone/comp Mock HIS software, admission counter with desk documents, billing counter, TPA desk, stapler, sa requisite form/ visitor pass, intercom, telephone of fire extinguisher, uniform, newspaper/magazine/l Hospital front office stationery, hospital map, hose Interactive lectures & Discussion Charts & Models Activity Video presentation Skill lab equipped with following arrangements: Unique equipment as enlisted at the last Practical Demonstration of various functions Case study Role play Computers Internet Connection	departments, Nursing outer/internet facility, provided for keeping mple admission form/directory, sign boards, hospital journal stand, pital manual

- Grand Total Course Duration 990:00 Hours (480:00 Hours duration for Class Room, 210:00 Hours Skill Lab Training and 300 Hours of mandatory OJT)
- 300 Hours of mandatory OJT/Internship/Clinical or Laboratory Training)

(This syllabus/ curriculum has been approved by SSC: Healthcare Sector Skill Council)









Trainer Prerequisites for Job role: "Duty Manager – Patient Relation Services" mapped to Qualification Pack: "HSS/Q 6104, version 2.0"

Sr. No.	Area	Details	
1	Description	To deliver accredited training service, mapping to the curriculum detailed above, in accordance with the Qualification Pack "HSS/Q 6104".	
2	Personal Attributes	Aptitude for conducting training, and pre/ post work to ensure competent, employable candidates at the end of the training. Strong communication skills, interpersonal skills, ability to work as part of a team; a passion for quality and for developing others; well-organised and focused, eager to learn and keep oneself updated with the latest in the mentioned field.	
3	Minimum Educational Qualifications	 NSQF Level 6 certified Assistant Duty Manager – Patient Relation Services with 6 years of experience Medical/Nursing Graduate with additional qualification in Hospital or Healthcare management with 5 years of working experience in healthcare management MHA/MBA in Healthcare Management with 6 years of working experience in healthcare management 	
4a	Domain Certification	Certified for Job Role: "Duty Manager – Patient Relation Services" mapped to QP: "HSS/Q 6104", version 2.0 with scoring of minimum 80%.	
4b	Platform Certification	Recommended that the Trainer is certified for the Job Role: "Trainer", mapped to the Qualification Pack: "MEP/Qo102" with scoring of minimum 80%	
5	Experience	 NSQF Level 6 certified Assistant Duty Manager – Patient Relation Services with 6 years of experience or Medical/Nursing Graduate with 5 years of working experience in healthcare management or MHA/MBA with 6 years of working experience in healthcare management 	