### BA Average Salaries

#### Junior Business Analyst, Business Analyst, Senior Business Analyst Salary in United States

<table>
<thead>
<tr>
<th>Position</th>
<th>Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Junior Business Analyst in United States</td>
<td>$74,000</td>
</tr>
<tr>
<td>Business Analyst in United States</td>
<td>$83,000</td>
</tr>
<tr>
<td>Senior Business Analyst in United States</td>
<td>$95,000</td>
</tr>
</tbody>
</table>

**Average Salary of Jobs Matching Your Search**

- Junior Business Analyst in United States: $74,000
- Business Analyst in United States: $83,000
- Senior Business Analyst in United States: $95,000

In USD as of Nov 10, 2011

- 35k
- 70k
- 105k

**National Average is less than 42K**
Benefits of Becoming a Domain Expert

- Helps you get into the niche markets and **stay in demand**
- Helps you get into senior positions and **reach 100K sooner**
- Provides better **job security** as a specialized resource
Job Market Share

<table>
<thead>
<tr>
<th>Training</th>
<th>Percentage</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vanilla BA</td>
<td>25%</td>
<td>Regular BA job requirements without requiring domain knowledge is about 25%</td>
</tr>
<tr>
<td>Finance BA</td>
<td>25%</td>
<td>With finance domain training, you would additionally qualify for 20% jobs, exclusive to domain experts</td>
</tr>
<tr>
<td>Healthcare BA</td>
<td>20%</td>
<td>With healthcare domain training, you would additionally qualify for at least 25% jobs, exclusive to domain experts</td>
</tr>
<tr>
<td>Finance + Healthcare BA</td>
<td>25%</td>
<td>With finance + healthcare domain training, you would additionally qualify for 40% exclusive jobs</td>
</tr>
</tbody>
</table>

*5 in 20 jobs*  
*9 in 20 jobs*  
*11 in 20 jobs*  
*13 in 20 jobs*
HEALTHCARE DOMAIN TRAINING
Duration: 16 Hours.
Delivery: On-Demand 24/7.
Health Care Terminology

- Subscriber
- Member
- Provider
- Claims
- Coinsurance
- Copayment
- Deductible
- FSA (Flexible spending accounts or arrangements)
- MSA (Medical Savings Account) / HSA (Health Spending Account)

Check out the Free Demo to learn this topic
Health Care Terminology Cont.

- In-depth Terminology
  - Coverage Type
  - Enrollment, Effective and Termination Dates
  - Capitation
  - etc...
- PHI
- HIPAA
- Health Care Plans
- COB
- TPL
- ICD Codes – ICD9 vs. ICD10
- HL7
Commercial Health Care Plans

- Preferred provider organization (PPO)
- Exclusive provider organization (EPO)
- Health maintenance organization (HMO)
- Supplemental Insurance
- MediGap
Government Health Care Plans

- Medicaid
  - Eligibility
  - Coverage

- Medicare
  - Eligibility
  - Coverage
Health Insurance Portability and Accountability Act (HIPAA)

- What is HIPAA?
- HIPAA Basics
- HIPAA Transactions
  - 837 - Claims submission (Professional / Institutional and Dental)
  - 834 - Enrollment (Benefit Enrollment and Maintenance)
  - 820 – Premium Payments (Payroll Deducted and Other Group Payments)
  - 270/271 – Eligibility and Benefits (Health Care Eligibility Inquiry and Response)
  - 278 – Authorization (Health Care Services Request for Review and Response)
  - 4010 to 5010 conversion
Health Care Systems

- Member Management
- Provider Management
- Reimbursement Management (Claims Processing)
- Benefits Administration
- Prior Authorization
- Rate Setting
ICD 9 to ICD 10 Conversion

- What are ICD Codes?
- Benefits of Conversion?
- Concerns
- Things to account for
- Analysis Guidelines
- Testing Considerations
COB and TPL

- Coordination of Benefits (COB)
  - What is COB?
  - Why COB?
  - COB Rules

- Third Party Liability (TPL)
  - What is TPL?
  - Why TPL?
  - TPL Rules
Bonus Topics

• Section 111 Reporting
• Health level 7 (HL7)
Health Care Basics

• **Subscriber** - Person who pays the premium and under whom the family is covered
• **Member** - Who receives medical coverage under a subscriber. Dependents of the family.
• **Provider** - In simple words. Any place where we can go and get treatment. Formal definition “Any individual, institution, or agency that provides health services to health care consumer.”
• **Claims** - “An invoice from the provider to the doctor for the services rendered”.
• **Coinsurance** - A form of medical cost sharing in a health insurance plan that requires an insured person to pay a stated percentage of medical expenses after the deductible amount, if any, was paid.
• **Copayment** - A form of medical cost sharing in a health insurance plan that requires an insured person to pay a fixed dollar amount when a medical service is received. The insurer is responsible for the rest of the reimbursement
Health Care Basics 2

- **Deductible** - A fixed dollar amount during the benefit period - usually a year - that an insured person pays before the insurer starts to make payments for covered medical services.
- **FSA (Flexible spending accounts or arrangements)** - Accounts offered and administered by employers that provide a way for employees to set aside, out of their paycheck, pretax dollars. Can pay only medical expenses. Money lost if unused. FSA can cover childcare expenses, if setup separately.
- **MSA (Medical Savings Account) / HSA (Health Spending Account)** - Savings accounts designated for out-of-pocket medical expenses. Employers and Employees can contribute to this and are pre-taxed. Can carry unused funds into future year. Are normally combined with high-deductible or catastrophic health insurance plans.
- **Fully Insured Plan** - A plan where the employer contracts with another organization to assume financial responsibility for the enrollees’ medical claims and for all incurred administrative costs.
## Business Analysis Training Options

<table>
<thead>
<tr>
<th>BA Workshop</th>
<th>BA Workshop Plus</th>
<th>BA Workshop Pro</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1000</td>
<td>$1500 $1300</td>
<td>$2000 $1500</td>
</tr>
</tbody>
</table>

### BA Workshop Options:
- **2 Months**
- **15 Days Pass**
- **$50 for You, $50 for Your Friend**

### BA Workshop Plus Options:
- **Pick 1 Domain**
- **2 Months**
- **6 Months**
- **30 Days Pass**
- **$75 for You, $50 for Your Friend**

### BA Workshop Pro Options:
- **Get 2 Domains**
- **12 Months**
- **60 Days Pass**
- **$100 for You, $50 for Your Friend**

### Promotions:
1. **BA On-Demand Retake:** Receive one free On-Demand retake within one year of enrollment of the BA Workshop Course.
2. **BA Referral Bonus:** Refer your friends and earn when they enroll in our BA Workshop Program.

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Healthcare Domain Training
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- Tweet and please include @requirementsinc

May we ask you for 2 minutes of your time?

- requirementsinc.com/ba/demo/feedback