



# **Establishing Private Health Care Facilities in Developing Countries: A Guide for Medical Entrepreneurs (WBI Development Studies)**

*Seung-Hee Nah, Egbe Osifo-Dawodu*

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## **Establishing Private Health Care Facilities in Developing Countries: A Guide for Medical Entrepreneurs (WBI Development Studies)** Seung-Hee Nah, Egbe Osifo-Dawodu

This book is a practical guide for medical professionals with little or no business experience who are interested in establishing health care facilities in developing countries. It is an introduction to the kinds of basic research and planning required to identify viable solutions and reduce the risk of failure.

Drawing on resources and lessons from across the World Bank Group and elsewhere, the book aims to provide medical entrepreneurs with some of the tools they need to build sustainable health care facilities, whether for-profit or nonprofit, for their communities. It offers guidance on key issues such as the project concept, prefeasibility and feasibility analyses, regulatory and policy environments, investment and financing needs, marketing and pricing principles, facility construction, staffing, and risk management.

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