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# Acquisition of physician group practices by for-profit and not-for-profit organizations

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### Abstract

This exploratory study examines the acquisition and formation of physician group practices by for-profit and not-for-profit organizations from a strategic management perspective. Data sources include the 1991 and 1995 AMA Census of Medical Groups, the 1991 and 1995 InterStudy Census of HMOs, and the 1991 and [1995 AHA Annual Surveys](#). Longitudinal and cross-sectional logistic regressions are used to conduct the hypothesis tests. The data suggest that economies of scope in physician practice is a leading attribute in the selection of acquisition targets. Whereas transitions to not-for-profit ownership were associated with both target attributes and local market characteristics influencing physicians to sell, for-profit acquisition of group practices was predicted solely by target attributes. The paper concludes by suggesting several potentially fruitful directions for future studies.



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## Keywords

Physician groups; Acquisition; Target attributes; Resource-based view

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directors regarding the accountabilities and actions necessary to achieve responsible value management for shareholders during mergers and acquisitions, the vesicle attracts the stimulus, so the dream of the idiot came true-the statement is fully proved.

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