

# 台灣區域級以上醫院多角化策略經營之研究

張曉琪、陳美玲

E-mail: 9403208@mail.dyu.edu.tw

## 摘要

自民國九十三年七月一日起健保局正式實行「總額預算制」，「Global budget system」，醫院面臨必須自負盈虧，醫療收入無法提升、醫療成本不斷增加、且醫療機構競爭加劇使得醫院不得不依自己本身的條件做好定位，利用現有資源做最好的經營。多角化經營方式被認為是保障公司最低投資報酬率的現代方法之一，它可分散投資、降低風險，進而促進資源整合，增加經營獲利空間，以減少對健保的財務過度依賴。本研究的目的是探討區域級以上醫院參與多角化經營的現況、並根據現況與不級別分析醫院，是否進行多角化策略經營之關鍵因素，依已進行多角化策略經營之動機與多角化產品類別之探討；並依已採用多角化策略經營不同之動機考量，其認知層面之探討，分析已進行多角化策略經營之醫院，不同級別醫院之經營績效是否存在差異性。本研究證實結果如下：1. 區域級以上已進行多角化之比例為76.4%，均採正面觀點認同醫院有必要採用多角化經營，且傾向與醫療相關經營為主。2. 不同級別的醫院，反映出來的資金多寡與人員數量會有所不同，醫學中心資金與人員比區域醫要高許多，因此在實施多角化策略經營的轉型過程中，區域醫院反映出來的問題比醫學中心要來的多。3. 醫院已進行多角化策略經營之動機層面與多角化類別的影響，均有八成以上表示同意，同時因技術面與策略面影響「相關」多角化經營比「非相關」多角化經營有較高之比例表示同意；而在財務面與人才面影響「相關」多角化經營比「非相關」多角化經營有較低之比例表示同意。4. 多角化經營之醫院將會更有機會與其他業界合作；醫療資源將可達到充分利用，開源節流，以致於更有經費可擴大醫療服務範圍，造福人群。而在醫院規模300-599床之醫院，對於多角化經營可分擔財務風險及減少對健保財務依賴較認同；並且多角化經營之醫院其員工更有另外發展機會及創新的動力及思維。5. 在技術考量之經營績效指標中，醫學中心與區域醫院並無存在差異性，可是在策略考量及財務考量之績效指標中，醫學中心比區域醫院差，值得後續再研究探討。

關鍵詞：相關多角化，非相關多角化，總額預算制。

## 目錄

封面內頁 簽名頁 授權書	iii	中文摘要	v	英文摘要	vii	誌謝	x	目錄	xi	圖目錄	xiii	表目錄	xiv																																														
第一章 緒論	1	1.1 研究背景與動機	1	1.2 研究目的	3	1.3 研究步驟	3	1.4 研究範圍	4	第二章 文獻探討	6	2.1 醫院定義	6	2.2 多角化之定義	6	2.3 多角化策略之定義	8	2.4 醫院多角化策略的類型	14	2.5 多角化經營之動機	16	2.6 醫院多角化策略經營之相關文獻	20	2.7 醫院多角化策略經營績效之相關文獻	26	第三章 研究設計與研究方法	32	3.1 研究架構與研究設計	32	3.2 研究假設	33	3.3 研究對象	34	3.4 資料收集方法	34	3.5 資料處理	35	第四章 研究結果	36	4.1 問卷回收概況	36	4.2 量表效度與信度分析	37	4.3 研究結果分析	38	第五章 結論與建議	69	5.1 結論	69	5.2 建議	74	參考文獻	76	中文部份	76	英文部份	79	附錄	87

## 參考文獻

- 中文部份 1.司徒達賢(1995)，策略管理，遠流出版社。 2.司徒達賢(1996)，我國非營利組織目標制定與績效評估之研究，行政院國家科學委員會專題研究計劃成果報告。 3.林至洪(1979)，企業多角化綜效，臉譜出版：城邦文化發行。 4.洪明洲(1998)，成功的多角化併購策略，台北市企業經理協進會：成功策略研討會。 5.許中南(1996)，中小企角多角化經營策略之研究 - 台灣儀器產業之實證研究，中興大學企業管理研究所論文。 6.許致中(1988)，「台灣地區企業多角化策略對績效影響之研究」，交通大學管理研究所論文。 7.許士軍(1980)，八〇年代新加坡的工業發展策略與途徑，自由工業中國之工業。 8.吳思華(1996)，「動態經營策略的分析模式 - 以宏碁集團為例」，中華民國科技管理研討會。 9.黃俊英(2003)，行銷學的世界(第二版)，天下達見文化事業群。 10.馬維揚(2001)，科學工業園區廠商多角化暨國際化調查分析，第二屆工研院科技管理研討會論文集。 11.張群昌、林震岩、張錦文(1994)，「國內醫院多角化經營管理之實證研究」，醫院雜誌38(3)，P61-72。 12.張群昌(1994)，「多角化經營-面對台灣變動紛擾的醫療環境，醫院生存與發展之新利器(上)」，醫院雜誌，Vo1 28(4)，P35-45。 13.張群昌(1994)，「多角化經營-面對台灣變動紛擾的醫療環境，醫院生存與發展之新利器(下)」，醫院雜誌，Vo1 28(5)，P32-38。 14.張景溢(1991)，「集團企業多角化策略形態對內部上市公司每股盈餘與股價報酬之影響」，政治大學企管研究所論文。 15.凌國彰(1992)，「企業策略型態與資本結構關係之研究」，政治大學企管研究所論文。 16.郭崑謨(1990)，企業管理：總系統導向，華泰文化出版社。 17.郝宏恕(2000)，醫院多角化之經營策略。醫療機構策略聯盟新紀元研討會，台灣醫務管理學會，台北，台灣。 18.郝宏恕(2001)，醫療機構多角化之經營策略，中國醫管所碩士學分班。 19.陳月珠(1990)，「企業多角化策略影響因素之探討」，

台灣大學商學研究所論文。20.陳國團(2000),「多角化與國際化策略之研究」,醫務管理期刊,第三卷第二期。21.Dr. George A. Steiner 著,陳榮貴譯(1981)企業的強勢經營,地之角出版社,P31。22.彭朱如(1998),「醫療產業中跨組織合作關係類型,與管理機制之研究」,國立政治大學博士班。23.謝全之(1987),集團企業經營型態之研究,政大企業研究所碩士論文。24.鄭雪容(1990),「公立醫院實施策略聯盟績效之個案探討 - 以南部某公立醫院為例」,醫務管理期刊,第一卷第一期P72-75。25.劉全益(1992),「臺灣地區集團企業多角化與其進入策略之研究」,成功大學企業管理研究所碩士論文。26.劉碧珠(2001),「台灣醫院多角化經營之調查研究」,台北護理學院醫護管理研究所碩士論文。27.劉水深(1981),「台灣地區關係企業之形成營運及其影響」,第四卷第三期P5-19。28.錢慶文(2000),從健保制度下病患權益,自由時報電子新聞網。29.戴維芯(1998),「多角化策略型態對公司價值影響之實證研究 - 以高科技上市公司為例」,國立交通大學科技管理研究所碩士論文。英文部份 1.Aaker, D.A. (1989). "Managing Assets and Skills: The key to a sustainable competitive advantage" *California Management Review*, Winter, pp.91-106. 2.Aaker, D.A.(1984).*Developing Business Strategies*, New York:John Wiley and Sons, pp.35-36. 3.Ansoff, H.I.(1957). "Strategies for Diversification", *Harvard Business Review*, Sep-Dec, Management, Vol.1.17, No.1, pp.99-120. 4.Alexander, T., Money, W. & Beatzoglow, T.(1976). "Multihospital may offer solutions to delivery problems", *Hospitals*, Vol.50, pp. 73-76. 5.Allen, C.A. & Hamiton.(1985) H.Diversification strategy and systematic risk. 6.Absoff, H.I.(1965). "Corporate Strategy", N.Y., McHraw-Hill, pp199. 7.Amihud, O.E.(1981). *Lev S.C :Analysis and Antitrust Implications*, Macmillan Publishing Co., Inc., New York. 8.Amit, E & Livnat.(1988).*Implanting Strategic Management*, 2th ed, Prentice-Hall(UK). 9.Andrews P.S.(1973). "Developmental process of cooperative interorganizational relationship". *Acafemey of Management Review*. Vol.19, No1, pp.90-118. 10.Berry, C. H.(1975).*Corporate Growth and Diversification*: Princeton University Press, Princeton, N.J. 11.Berry, C. H.(1971).*Corporate Diversidication*, *Journal of Law and Economice and Management Science*, Vo1.5, pp.196-204. 12.Brown, M.(1976). "Contract management: Latest development in the trend towards regionalization of hopsitaland health erVICES", *Hospital and Health Services Administration*, Vol.21, pp.40-59. 13.Bettis, R.A. & Hall, W.K.(1981).*Diversification Strategy*, accounting determined risk, and accounting determined return. *Academy of Management Journa* 25, pp.254-264. 14.Berg, K.(1973) "Diversification Strategy, Profit Performance, and the Entropy Measure", *Strategic Management Journal*, Vol.6, pp239-255. 15.Chang & Choi.(1988). "Export perofomance and export policy: Evidence from the U.K.clothing industry." *Journal of the Operational Research Socoety*. pp.747-754. 16.Chandler, Alfred D.Jr.(1962).*Strategy and Structure: Chapters in the History of the American Industrial Enterprise*, Cambridge, MA, M.I.T. Press. 17.Chatterjess S. and B. Wernerfelt.(1998). "Related or Unlated Diversification: A Resource Based Approach", *The Best Paper Proceeding*. 18.Clarke, C.J.(1988). "Using Finance for Competitive Advantage", *Long Range Planning*, Vol 21, No. 2, pp.63-96. 19.Chandler, A.D.(1962). "Strategy and structure: Chapters in the History of the American Industrial Enterprise", Cambridge, MA, M.I.T. Press. 20.Cooney, J. & Alexander, T.L.(1975).*Multihospital systems: An evaluation, III. :Health Service Research Center of the Hospital Reiew and Educcational Trust, Horthwestern University*. 21.Clement, j.P.(1988).*Corporate diversification: Expectations and outcomes*. *Health Care management Review*. Vol.1.3, No.2, pp.7-13. 22.Clement J.P.(1987). Does hospital diversification improve financial outcomes? *Medical care* Vo1.25, No.10, pp.988-1001. 23.Christensen, H.K. & Montgomery, C.A.(1981).*Corporate economic performance: Diversification Strategy versus marker Structure*. *Strategic Management Journal*. Vol2, pp.327-344. 24.Codfrey Devlin, 1991, "A market performace compartison of U.S. firms active in domestic, developed and developing countries", *Journak of International Business Studies*, Vo2, pp.271-287. 25.Devries, R.A.(1978). "Strength in numbers", *Hospitals*, Vol.52, pp.81-84. 26.Davis, T.R.V. & Patrick, M.S.(1993). "Benchmarking at the Sun Health Alliance", *Planning Review*, Vol.21, No1, pp.28-31. 27.Dess, G.G, Gupta, A., Hennar, J.F, & Hill, C.W.L.(1995).*Conducting and integrating strategy research at the international, corporate, and business leves: Issues and directions*. *Journal of Management* V21, pp.357-393. 28.Das L.D.(1981). "Corporate models in health care delivery". *Hospital Administration*, Vo1.20, pp.40-52. 29.Fottler, M.D., Schermerhorn, J.R., Jr., Wong J. & Money, W.H.(1982). "Multi-institutional arrangements in health care: Review, analysis, and a proposal for future research", *Academy of Management Review*, Vol.7, pp.67-79. 30.Goes, J.B & Zhan, C.(1995). "The sffects of hospital physician intergration strategies on hospital financial performance", *Health Services Research*, Vol.30, No4, pp.507-530. 31.Gahlon, J.M & Stover, C.D.(1979).*Health plan cometition in local markets* *Health Services Research* V01.35, pp.17-35. 32.Great S.P.(1988).*Organizational Behavior*. New Jersey: Prentice Hall. 33.Hill, C.W.L., Hwang, P., ang Kim, W.C.(1990). "An Eclectic Theory of the Choice of International Entry Mode", *Strategic Management Journal*, 11, pp.117-128. 34.Higgins, R.C., & Hariharn L.D.(1975) "Corporate bankruptcy and Conglomerate merger". *Journal of Fiance*, Vo1, 30, pp.93-114. 35.Montgmtet.(1974). "Performance of merging hospitals", *Medical Care*, Vol.14, pp.199-209. 36.Hoskiss G, & Hitt S.(1990). "The Concept of Core Competence". *Competence-Base Competition*, Vo1, pp.11-33. 37.Kaluany, A.D., Sheps, C.C & Zuckerman, H.S.(1992). "Strategic alliances: Two perspectives for understanding their effects on health". *Hospital & Health Services Administration*, Vol.37, 4, pp.477-490. 38.Kamien, Michael E.(1975).*Competitive Advange, Creating and Sustaining Superior Performace*, New York, The Free Press. 39.Lewellen, W.G. "A (1971). pure financial rationale for conglomerate mergers". *Journal of Finance*, 26, pp.521-537. 40.Lubatkin, M.(1991).*Merfer strategies and stockholder value*. *Strategic Management Journal* 8, pp.39-59. 41.Pittes, R.A., & Hopkins, D.h.(1982). "Fir diversity: Conceptualization and measurement". *Acadmey of Management Journal*, 7, pp.620-629. 42.Pfeffer c & Salancik M.(1992) "Using core capabilities to create competiive advantage", *Organizational Dynamics*, pp.7-22. 43.Kamien L, & Schwartz C.L Michael E.(1975).*Competitive Advange, Creating and Sustaining Superior Performace*, New York, The Free Press. 44.Mullner, R.M.(1990).*Rural hospital survival: An analysis of facilities and services correlated with risk of closure*. *Hospital & Health Services Administration*, 35, pp.121-137. 45.Muchal, E.Poter.(1996) *Hospital diversification and financial management*. *Medical care* 22, pp.704-723. 46.Montgomery, C.A.(1988). "Product-Market Diversifiction and Market Power". *Academy of Management Journal*, Vo1.28, pp.789-798. 47.Montgomery C.A. & Singh E.O.(1984).

" Community-elite influence structures:Extension of a network approach, " *Academy of Management Journal*,Vo1.14,pp.394-420.

48.Markides,S.M. & Singh,T.A.( 1992). " Interorganizational relationships: Patterns and motivations, " *Administration Science Quarterly*, Vol.22,pp.230-234. 49.Markhjan, D.J., G Pisano(1973). " Firm capabilities, resources and the concept of strategy, consortium on competitiveness and cooperation working paper " University of California at Berkeley, Center for Research in Management, Berkerley, C,A. 50.Melicher S.Y.,& Push,J.A .Consequences of organizational change in U.S.hospitals.*Medical Care Research & Review* Vol.No.56,pp.227-276. 51.Mason S,K., & Goudzwad.(1976). H.N.Managing hospitals in turbulent times:Do organizational changes improve hospital survial ?*Health Services Research* Vo4.34,pp.923-946. 52.Maid C.A. & Myers.H.(1987).Diversification strategy and systematic risk . 53.Markhan S.P .(1973).*Management* , 4th ed.,Prentice-Haill international ,New.Jersey. 54.Oliver,Williamson.(1971).Adapting a strategic management model To hospital operating strategies.*Journal of Management in Medicine*.V01. 9,No.2 ,pp.34-47. 55.Qian,R.P.(1997).Diversification strategy and Profitability Strategy *Management Journal* 3.pp.359-369. 56.Poter,Michael E.(1985). *Competitive Advange,Creating and Sustaining Superior Performance*,New York,The Free Press. 57.Pfeffer C.& Salancilk M.(1992). " Using core capabilities to create comperivtive advanatage " ,*Organizational Dynamics*,pp.7-22. 58.Rumelt, Richard P.(1974). *Strategy, Structure, and Economic Performace*, Boston, MA, Division of Research,Havard Business School, 30. 59.Ramanujam, V.and P. Varadarajan.(1988). " Research on Corporate Duversufucatuin:Aynthesis " ,*Strategic Management Journal*,Vol.10,pp.523-551. 60.Reed, R,and Luffman, G.A.(1986). " Diversification:the Growing Confusion " ,*Strategic Management Journal*, Vol.7,pp.2-35. 61.Reynolds,I. Stunde,A.E.(1979). " The organization of Non-For-Profit hospital systems, " *Health Care Management Review*,Vol.3,pp.23-35. 62.Rumelt, Richar.(1974).A Generalized Index of Diversification: Trends in U.S Manufacturing, *The Review of Economics and Statistics* Vo1.73,pp.318-330. 63.Ramanujam,V.and P.Varadarajan.(1988).Research on Corporate Divrsification:Aynthesis " ,*Strategic Management Journal*,Vol,10,pp.523-551. 64.Rakich, J. S. , Longest, B.B. & Kurt Darr, J.D. (1992) *Managing Managing Health Services Organizations*. 65.Smith,K.G.,Carroll,S.J.,& Ashford, S.J.(1995). " Intra-and interorganizational cooperation: Toward a research agenda, " *Academy of Management Journal*,Vol.38,No.1,pp.7-23. 66.Schermerhornr,J.R.,Jr & Shirland,L.E.(1981). " Hospital administrator felt needs for interorganizational cooperative and actural cooperative outcomes by their hospital " *Decision Science*, V01.12,pp.486-501. 67.Sheldon,K.(1975).Andapting a strategic management model to hospital operating strategies.*Journal of Management in Medicine*. Vo1.9,No.12,pp.34-47. 68.Stimpert.J.L & Duhaime,I.M.(1997).In the eyes of the Beholder: Conceptualizations of relatedness held by the managers of large diversified firms.*Strategic Management Journal*, 18,pp.111-125. 69.Stimpert D.& Suhaime L.(1997). " Measuring the degree of internationalization of a firm " *Journal of International Business Studies*,2nd quarter,pp.325-342. 70.Swinehart , K., & Zimmerer. T.W.(1995). " Adapting a strategic management model to hospital operating strategies " ,*Journal of Management in Medicine*, Vo1.9 ,pp.34-47. 71.Stimpert A,Suhaime K.(1997). " Interoganizational Arrangements in academic health centers: A profile of the Eighties, " *Journal of Applied Business Research*cg,Vo1.9,pp.17-24. 72.Tibbitts,S.T.(1973). " Multiple hospital systems " ,*Hopsital Administration*,Vol.18,pp.10-20. 73.Teece, D.J.(1982). " Towards an economic theory of the multiproduct firm. " *Journak of Economic Behavior and Organization*,V3,pp.39-63. 74.Treat,J.L.(1976).Seeing the big picature:The influence of industry, diversification ,and business strategy on performanace. *Academy of Management Journal* Vo1.40,No.3,pp.560-583. 75.Wriglery, V.and Varadarajan, P.(1970). " Research on corporate Diversification: A Hypothesis " ,*Strategic Management Journal*, Vo1.10,No.6,pp.523-551. 76.Wegmiller,J.F.(1978)*Conglomerate performance using the capital asset pricing model*. *Riverew of Economics and Statisitics*.Vol.54.pp.357-363. 77.Wriglery ,B.J.(1970). *Organization Theory* 3rd,Allyn & Bacon,Massachusetts.