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Scott Serota Healthcare in America is fast becoming an information business. Evidence-based medicine, whatever terms you use, is all based on information. Part of our mission is to take raw data from our 38 Blue Plan affiliates, which serve one out of every three Americans, and make this information acceptable and accessible to decision-making. We are the logical source of this information, and the organization we have created to collect, protect and process it - Blue Health Intelligence (BHI) - will be the main focus. Creating a warehouse with 3.5 billion pieces of data was an easy part. The hard part is turning this into action information and ideas that will improve the quality and delivery of health care, ultimately bending the cost curve in America. For example, we have found information about the effectiveness of knee and hip replacements and how they vary according to protocol, and what can be done to improve them. Doug Porter Understandably had an insatiable demand for this asset. The answer to one question seemed to have caused another 10. We developed a fairly reliable system, but we started to fall short of end-user expectations due to the complexity and volume of requests. We turned our technologists loosely into a problem, and the solution was essentially a search engine column that gave us an exponentially large capacity. Serota We have also created an environment where affiliates themselves can access and ask questions without coming to us. This ability of technologists, analysts, business leaders and health care professionals to get everyone together to solve the problem is really the power of this tool. Porter Is almost like a social network, in some respects, in sharing ideas and enlisting the next set of questions that lead to ideas that have substantial use in business. Serota I hired Doug as our 9-year-old TO strengthen our infrastructure and our transactional processing. As we got to know each other, and as he got to know our organization better, it became clear that he had instilled a unique set of skills that made him a logical extension for him to launch a BHI startup. The role of THE 9th in healthcare is radically different from before. You used to be a support, making sure the transactions worked. Now you become a vital business partner as an information provider and co-owner of business processes. This is a very aggressive leadership role that I expect from Doug and his people, and our transformation efforts will not work without it. As told to the CIO executive director of the editorial office Diana Frank. View with BCBSA CEO and CIO at [www.enterprisecioforum.com](http://www.enterprisecioforum.com).NOTE: After this interview, Blue Health Intelligence Intelligence became an independent licensee of the Blue Cross and Blue Shield Association. BHI continues to use blue data representing the health experience of more than 110 million people across the country to improve care. This story, using business intelligence to create better health solutions was originally published by the 19th Executive Board. Image copyright © 2012 IDG Communications, Inc. Class central Learn Business Intelligence with free online courses and MOOCs from Galileo University. University of Pennsylvania, Stanford University, Duke University and other leading universities around the world. Read the reviews to decide if the class is right for you. 436 Courses / 360.4k following 697 Courses / 318.9k following 1286 Courses / 279.8k following 1354 Courses / 242.8k following 839 Courses / 295.4k following 237 Courses / 189.8k8 The following 1894 Courses / 455.6k following 3239 Courses / 452.7k following 357 Courses / 285.3k after 202 Courses / 123.9k after April 15, 2014 4 min read Opinions expressed by entrepreneurs contributors are their own. Emotional intelligence is the most powerful tool of success - not only in romantic relationships, but also in business. In fact, the same rules for achieving your business goals also apply to love. Here are five practices that people with high equalizer use to succeed both at work and in their personal lives: 1. Follow actions, not words. When I hire someone, I don't pay much attention to words about accountability or hard work. Instead, I screen for a solid track record - do they meet the deadlines? Call? Close the deal? What do they do (don't say)? In business and personal matters, talk is cheap. Related: Are you emotionally intelligent? This will help you rise above failure. 2. Check yourself out. We're all emotional people, and sometimes little things can turn into unnecessarily big deals. Emotionally-smart people know how to push pause before making a perceived little in a colossal deal. Did someone interrupt you at a meeting? Instead of putting out about it or plotting revenge, believe that a person may have been distracted by personal issues at home. Maybe they felt scrutinized by their boss that day and had excessive compensation with their noisy presentation. Climb over it and give them the benefit of the doubt. It's not always about you. The same rules apply to your romantic and business relationship. Everyone has bad days, and everyone has their quirks. Just because your date doesn't feel like dancing doesn't mean she's shy about being seen with you, or that you should never go out with her again. Take the incident for what it is and move on. 3. Keep in mind the final goal. Those who succeed in life and business, watch the picture in the day. This means small perceived minor and road bumps that present themselves every day. When Keep the ultimate goal at the top of your mind, it's easier to negotiate with a difficult client, create successful, win-win partnerships, and focus your energy on what is most important - not to be distracted by petty irritations and small extinguishing fires. Related: Get angry! Be passionate! Your emotions are vital to success. It's about relationships. If a long-term partnership agreement with your spouse is your top priority, then you are less likely to focus on the notorious toothpaste cover puzzles that travel to so many couples. Even bigger issues such as differences in money management or parenting are easier to negotiate when you're both focused on lifelong collaboration. 4. Clean the toxins. A good business feeds on good energy - and negative people can destroy an organization. Entrepreneurs with a high equalizer know that there are enough positive people in the world that there is no need to spend valuable energy on toxic management. Sometimes even high performers are not suitable if they are manipulative, combative or otherwise negative force in the office. The same goes for your love life and business relationship. If someone zaps your energy or otherwise makes you feel bad about yourself, have the strength to move on. Emotionally intelligent people have little tolerance for others who are insincere (or downright false), critical, needy or addictive habits. There are people who are better out of your life - or on the other side of the courtroom. Stay in touch. Just because the relationship ends doesn't mean you have to destroy the bridge. Even if the deal falls apart on a sour note, emotionally intelligent people do their best to take a high road and keep the connection alive and positive. You never know when you can cross paths again - or need that person in the future. Just because a relationship doesn't last a lifetime doesn't mean you have to part like enemies. Most often the relationship ends because of differences or circumstances - not personal infringements. When the bridge is still available, there is much more room for you to enjoy the rich experience at almost every level. Related: 3 business secrets to learn from listening to your body decision support and business intelligence systems 8th edition pdf free download. decision support and business intelligence systems 9th edition pdf free download. decision support and business intelligence systems pdf free download

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