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Thomas Bode

# Handbuch für Heilpraktiker

Marketingmix für Heilpraktiker (Psychotherapie)  
im Rahmen der gesetzlichen Bestimmungen

# Handbuch F R Heilpraktiker Marketingmix Psychotherapie

**Thomas Bode**



## **Handbuch F R Heilpraktiker Marketingmix Psychotherapie:**

**Handbuch für Heilpraktiker: Marketingmix für Heilpraktiker (Psychotherapie) im Rahmen der gesetzlichen Bestimmungen** Thomas Bode, 2015-06 F r Heilpraktiker f r Psychotherapie gibt es keine spezifischen Gesetze welche Kommunikationspolitik und Werbung regeln H ufig finden bei der Beurteilung der Rechtskonformit t der Werbung die Gesetze f r rzte Anwendung Verst e gegen diese Gesetze k nnen zu Abmahnungen bis hin zur Aberkennung der Heilerlaubnis f hren Das f hrt bei vielen Heilpraktikern zu Unsicherheit Gerade aber die Werbung ist notwendig um das berleben der eigenen Praxis zu sichern Diese Leistungen von Heilpraktikern f r Psychotherapie sind keine Kassenleistungen und stehen in direkter Konkurrenz zu Psychotherapeuten Diplompsychologen und Selbsthilfegruppen deren Therapien und Angebote von den Krankenkassen finanziert werden Ziel dieser Studie ist es aus der Erforschung der gegebenen Situation auf dem Gesundheitsmarkt speziell f r Heilpraktiker f r Psychotherapie rechtlich tragf hige und gleichzeitig erfolgreiche Strategien f r den Marketingmix abzuleiten und m gliche Unique Selling Propositions USPs zu definieren *Marketingmix Fur Heilpraktiker (Psychotherapie) Im Rahmen Der Gesetzlichen Bestimmungen* Thomas Bode, 2015-02-05 Bachelorarbeit aus dem Jahr 2014 im Fachbereich BWL Marketing Unternehmenskommunikation CRM Marktforschung Social Media German open Business School Hochschule fur Wirtschaft und Verwaltung Veranstaltung Marketing Sprache Deutsch Abstract Seit 1993 ist es in Deutschland moglich eine Heilerlaubnis zur Psychotherapie ohne ein Studium zum Arzt Psychologen oder Heilpraktiker allgemein zu erlangen Durch die geltenden Gesetze wie das Heilmittelwerbeengesetz das Gesetz gegen unlauteren Wettbewerb das Telemediengesetz und Regelungen der jeweiligen Ärztekammer werden in erster Linie Werberichtlinien fur Arzte geregelt Fur Heilpraktiker fur Psychotherapie hingegen gibt es keine spezifischen Gesetze welche Kommunikationspolitik und Werbung regeln H ufig finden bei der Beurteilung der Rechtskonformitat der Werbung die Gesetze fur Arzte ihre Anwendung Verstosse gegen diese Gesetze konnen zu Abmahnungen bis hin zur Aberkennung der Heilerlaubnis fuhren Das fuhrt in der Praxis bei vielen Heilpraktikern zu Unsicherheit Gerade aber diese Werbung ist notwendig um das Überleben der eigenen Praxis zu sichern da die Leistungen von Heilpraktikern fur Psychotherapie keine Kassenleistungen sind und sie in direkter Konkurrenz zu Psychotherapeuten Diplompsychologen und Selbsthilfegruppen stehen deren Therapien und Angebote von den Krankenkassen finanziert werden und welche fur die Patienten kostenfrei sind Das Gebiet der Werbung fur Heilpraktiker ist noch nicht ausgiebig bearbeitet und stellt aufgrund stetiger Veränderungen der politisch rechtlichen und demographischen Umfeldbedingungen ein interessantes Forschungsgebiet fur vorliegende Bachelor Thesis dar **Handbuch für Heilpraktiker** Thomas Bode, 2015

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