



Dental Clinic Tips

Business tips for dentists

Below are some publicly available online resources containing business tips in dentistry to enhance your practice and career (published by Dr Philip Newsome, Clinical Associate Professor at the HKU Faculty of Dentistry, http://facdent.hku.hk/about/academicstaff_info.php?sid=34).

Newsome PRH, Reaney D & Owen S. **Coping with being in charge.** [Irish Dentist 2010; Sept: 30-32.](#)

Newsome PRH, Reaney D & Owen S. **The art of motivation.** [Irish Dentist 2010; 13 : 24-27.](#)

Newsome PRH, Reaney D & Owen S. **Putting a price on your dentistry.** [Irish Dentist 2010; 13 : 22-25.](#)

Newsome PRH, Reaney D & Owen S. **Marketing with a difference.** [Irish Dentist 2010; 13 : 28-32.](#)

Newsome PRH, Reaney D & Owen S. **Understanding the business you are in.** [Irish Dentist 2010; 13 : 24-26.](#)

Newsome PRH, Reaney D & Owen S. **The importance of leadership.** [Irish Dentist 2010; 13 : 24-26.](#)

Newsome PRH, Reaney D & Owen S. **A systematic approach to success.** [Irish Dentist 2010; 13 : 33-34.](#)

Newsome PRH, Owen S & Reaney D. **Getting the best out of your laboratory.** [Aesthetic Dentistry Today 2010; 4: 34-37.](#)

Newsome PRH & Owen S. **Six ways to help you improve (and enjoy) your dental practice.** [Private Dentistry 2009; May : 80-82.](#)

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About the author

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Dr Philip Newsome graduated with Honours from Leeds University Dental School in 1976. After 5 years in general practice, he returned to Leeds as a Lecturer in Conservative Dentistry. In 1986, he left the UK to take up a position at the Faculty of Dentistry at The University of Hong Kong, where he is currently an Associate Professor. He holds the Fellowship in Dental Surgery and Membership in Restorative Dentistry from the Royal College of Surgeons of Edinburgh as well as an MBA, with Distinction, from the University of Warwick Business School, and a PhD from The University of Bradford Management Centre. He is on the Specialist Prosthodontist Registers of both Hong Kong and the UK. Dr Newsome is particularly interested in the factors that underlie success in dental practice and has published and lectured widely on this subject. He has written a number of textbooks, including *The Patient-Centred Practice*, and (co-authored with Chris Barrow) *Profitable Dental Practice*; his most recent book is *Helping Patients to Say Yes. Ethical Selling for the Dental Team*, co-written with Ashley Latter.



Knowledge exchange (KE) at the HKU Faculty of Dentistry (<http://facdent.hku.hk>) aims to maintain a two-way dialogue between the Faculty and all sectors of the community. The Faculty's KE strategy, public education, and community activities form part of the Faculty's fourth mission of "engagement". We will be pleased to consider any suggestions or comments; please e-mail dentke@hku.hk



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