



The making of a global medical tourism destination: From state-supported privatisation to state entrepreneurialism in healthcare in Turkey

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Keywords:	healthcare politics, medical tourism, privatisation, public-private partnerships, the entrepreneurial state, Turkey, health tourism
Abstract:	<p>Examining medical tourism, especially in countries with publicly funded and organised healthcare systems, offers a gateway into an understanding of the changing role of the state in contemporary societies. Drawing on a comprehensive documentary review, this article examines the evolving role of the state in transforming Turkey into a global medical tourism destination. The article identifies two stages of state involvement in medical tourism: the period after the 2003 healthcare reform and the rise of an entrepreneurial healthcare state since 2013. The article suggests that the state, in the first period, performed a facilitator role by supporting privatisation in healthcare provision; in the second period, it assumed an entrepreneurial role, establishing large hospital complexes through a public-private partnership and created a public corporation to capitalise on the export of healthcare services. The Turkish case demonstrates that the role of the state in medical tourism is subject to change over time, depending on shifts in governmental strategies for healthcare and government-business relations. The article also offers evidence on the continued relevance of the multidimensional engagement of the state in healthcare that cuts across economic and social policy commitments. This engagement has recently extended into the domain of healthcare provision in the context of medical tourism.</p>

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3 **The making of a global medical tourism destination: From state-supported privatisation**
4 **to state entrepreneurialism in healthcare in Turkey**
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10 **Abstract**
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14 Examining medical tourism, especially in countries with publicly funded and organised
15 healthcare systems, offers a gateway into an understanding of the changing role of the state in
16 contemporary societies. Drawing on a comprehensive documentary review, this article
17 examines the evolving role of the state in transforming Turkey into a global medical tourism
18 destination. The article identifies two stages of state involvement in medical tourism: the period
19 after the 2003 healthcare reform and the rise of an entrepreneurial healthcare state since 2013.
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27 healthcare that cuts across economic and social policy commitments. This engagement has
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51 **Keywords**
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56 Healthcare politics, health tourism, medical tourism, privatisation, public-private partnerships,
57 the entrepreneurial state, Turkey
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Introduction

Increase in the volume of medical tourism is a relatively novel phenomenon that challenges the territorially-bound understanding of healthcare services. Healthcare is a social service domain that is permeating global markets, although the World Trade Organization (WTO) (n.d.) reports that integration is slow compared to other sectors. Medical tourism, a subset of health tourism, is defined as cross-border travel for the express purpose of obtaining medical services (Connell, 2006). In 2016, the medical tourism sector was estimated to be worth between \$10bn and \$61bn (*The Economist*, 2018)—a figure that roughly equals the total revenue the U.K. earned from international students and English language training for the same year (The U.K. Government, 2019).

Despite the relatively small size of the global medical tourism industry, its long-term effects on the organisation of healthcare services worldwide may be substantial. The medical tourism literature, however, suffers from limited comparative and systematic data (Ormond, Mun and Khoon, 2014) and from a lack of a conceptual framework for examining its implications for healthcare systems (Pocock and Phua, 2011). That said, the effects of medical tourism on healthcare systems on both sending countries and recipient countries have attracted increasing attention in the literature (e.g., Hanefeld et al., 2013; Pocock and Phua, 2011). A key concern in recipient countries is that state support for medical tourism may undermine its obligation to ensure healthcare access for their own citizens (Alsharif et al., 2010; Godwin, 2004; Leng, 2010; Pocock and Phua, 2011; Prasad and Sengupta, 2019). This is particularly significant for countries whose healthcare systems are publicly funded and organised, as state involvement in the promotion of medical tourism raises the difficult issue of ‘reconciling economic and social policy goals’ (Jarman and Greer, 2010: 158).

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5 Turkey pursued the post-Second World War trend in Western Europe and Latin America of
6 establishing publicly funded and provided social services. Since the 1940s, it introduced
7 healthcare financing based on social health insurance, and, it has built significant public
8 capacity for provision. After a major reform in 2003 that combined universalism with
9 marketization (Ağartan, 2012), Turkey's efforts in the last decade to promote medical tourism
10 have made it an important medical tourism destination. Notably, the annual number of medical
11 travellers to Turkey increased from 15,000 in 2007 (Ruggeri et al., 2015: 786) to approximately
12 746,000 in 2015 (Hava, 2016). The early re-opening of Turkey to international patients in mid-
13 May 2020 during the COVID-19 pandemic (Sert Karaaslan, 2020) symbolised the importance
14 that medical tourism has gained for the Turkish economy.
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31 This article explores the domestic political and policy factors that have contributed to Turkey's
32 rise as a hub for medical tourism. Focusing primarily on the role of the state, it provides a
33 comprehensive review of secondary sources that includes but is not limited to legislative
34 documents, policy papers, media reviews and official statistics. In this way, it contributes to the
35 growing literature on state involvement in medical tourism by examining an underexplored
36 country case with a publicly funded and organised healthcare system.
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47 The next section offers a brief review of the literature on the state as a contributor to a country's
48 attractiveness for medical tourism. The third section examines the role that the state has played
49 in making Turkey a global medical tourism destination. This section is divided into two
50 subsections, each representing a specific stage and modality of state involvement in medical
51 tourism: state-supported privatisation in healthcare provision that started with the 2003 reform,
52 and the rise of an entrepreneurial healthcare state since 2013. The concluding section discusses
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3 the broader implications and benefits of incorporating political and policy factors into the
4 analysis of medical tourism.
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10 **The role of the state in medical tourism**

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14 Even before the recent rise in medical tourism, there have always been dual perceptions of
15 healthcare in welfare-states—one social, one economic. On the one hand, healthcare has been
16 identified as a social right, a social service to which citizens are entitled. It has also been a
17 significant sector of the economy, especially in pharmaceuticals and medical technology, where
18 the state support for the private sector was key. This double-sided feature of healthcare led
19 Moran (1999) to argue that the notion of welfare state is insufficient to capture this feature of
20 healthcare and its relation to the state. His position was that ‘the healthcare state is more than a
21 subsystem of the welfare state. Indeed, the best analogue is not the welfare state at all, but the
22 modern industrial state’ (1999: 4). This paper suggests that Moran’s assessment, which locates
23 the state and its involvement in healthcare at the intersection of its economic and social policy
24 commitments should be extended to encompass healthcare delivery, particularly given its
25 increasing engagement with medical tourism.
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44 Although the role of the state in promoting medical tourism started attracting attention in policy
45 sciences in the 2010s (Jarman, 2014; Leng, 2010; McCarthy, 2015; Zehavi and Zer, 2012), it is
46 still understudied, particularly in countries with publicly funded and organised healthcare
47 systems (Lunt, 2017). Jarman (2014) offered a reasoned criticism of the medical tourism
48 literature, presenting the main drivers of medical tourism as exogenous to nation-states and
49 portraying states as ‘imprisoned’ by their global context. By contrast, Jarman (2014) underlined
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3 the primacy of nation-states in shaping the medical tourism landscape in the context of growing
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5 global trade in services.
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10 Different states assume a number of roles in medical tourism. Ormond and Mainil (2015)
11 classified these as facilitators, regulators, or providers. McCarthy (2015) provided a more
12 nuanced classification, using a continuum. On one end, states act as facilitators of medical
13 tourism by easing trade barriers and by acting as catalysts for cross-sectoral coordination. On
14 the other, they assume a direct role by engaging in risk-sharing public-private partnerships
15 (PPPs) in order to create a capacity in medical tourism and attract demand for medical tourism
16 services. Like McCarthy, Jarman (2014: 5) suggested that an ‘entrepreneurial’ healthcare state
17 views healthcare as part of an economic development policy and assumes a pioneering role to
18 create both a demand and a supply for medical tourism. More broadly, ‘state
19 entrepreneurialism’ refers to direct state involvement in profit-making and productive business
20 activities in emerging sectors (Duckett, 2006: 14). Unlike rent-seeking and developmentalist
21 state types, the entrepreneurial state behaves like a market actor, investing in emerging sectors,
22 taking direct economic risks, and seeking profits. States that engage in medical tourism
23 sometimes display entrepreneurial qualities.
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44 Previous research examining the state’s role in medical tourism demonstrate a substantial
45 variation across contexts. Examining four country cases (the U.S., Jordan, Singapore and India),
46 McCarthy found that in the U.S., the public sector role in medical tourism is limited, while in
47 Singapore it is substantial (McCarthy, 2015). Leng (2010: 337) explained the heavy state
48 involvement in medical tourism in Singapore and Malaysia in terms of the developmental
49 character of the state. Pitakdumrongkit and Guanie’s (2020) study on Thailand, a developing
50 country with a publicly-funded and organised healthcare system, showed that the country had
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3 attempted to combine its universal healthcare with inbound medical tourism through a
4 government-backed strategy. To implement this strategy, the country had essentially developed
5 a two-track healthcare system – one that served fee-paying patients, including international
6 patients, and another that catered to public patients (Pitakdumrongkit and Guanie, 2020).
7
8 Another case in point is Colombia, where a substantial improvement in social health insurance
9 coverage (OECD, 2015) was followed by a government-supported promotion of inbound
10 medical tourism (De la Puente-Pacheco, 2018). The U.K. National Health Service (NHS) also
11 provides an illuminating example of the transformation of public sector providers into medical
12 tourism entrepreneurs (Lunt, 2017), in this case as a way to cope with financial austerity, which
13 affected their services (Lunt et al., 2015). Similarly, Zehavi and Zer (2012) identified a bottom-
14 up version of public entrepreneurialism in Israel, where public service leaders act like
15 entrepreneurs by adopting customer internationalisation as a strategy to compensate for cuts to
16 public financing.

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35 Studies on healthcare reforms show that the state's role in medical tourism can change over
36 time. Leng (2010) demonstrated that, since the 1990s, healthcare reforms in Malaysia and
37 Singapore have been major drivers for transforming these countries into medical tourism
38 destinations by expanding the private healthcare sector. Ormond (2011) also found that, in the
39 case of Malaysia, the centrality of the private sector in catering to international patients was
40 followed by the inclusion of public providers into the medical tourism landscape. Public
41 providers' involvement in medical tourism gradually paved the way to a de facto marketization
42 of healthcare services for some Malaysian citizens, who started using paid services in public
43 facilities. Ormond's findings demonstrated the spill-over effect of medical tourism promotion
44 on the publicness of the healthcare system.

In light of this literature survey, this article examines the role of the state in promoting medical tourism in Turkey – a country with a publicly funded and organised healthcare system. In doing so, it explores the modalities of state involvement and the political and policy factors that underlie them.

The Turkish case

Turkey has emerged as an important medical tourism destination in the last decade (Barca et al., 2012; Kaya et al., 2013). According to the United Nations World Tourism Organization (UNWTO), a United Nations specialized agency tasked with promoting responsible, sustainable and universally accessible tourism, Turkey placed 6th in terms of the number of international patient arrivals in 2014, earned US\$3 billion in 2016 (PwC, 2018) and rose to 4th place in 2018 (*European Business Magazine*, 2018). International patients choose Turkey for ophthalmology, orthopaedics and traumatology, internal medicine, otorhinolaryngology, gynaecology and obstetrics, general surgery and dental services (Kaya et al., 2015).

Prices for healthcare services are considerably lower in Turkey than in European countries and the U.S. Table 1 displays 2019 prices for selected healthcare services in Turkey, Thailand and India vis-à-vis those in a high-price context, the U.S.

Table 1. Prices (in U.S. Dollars) of Selected Healthcare Services in the U.S., Turkey, Thailand and India

	The U.S.	Turkey	Thailand	India
Heart bypass	\$123,000	\$13,900	\$15,000	\$7,900
Angioplasty	\$28,200	\$4,800	\$4,200	\$5,700

Knee replacement	\$35,000	\$10,400	\$14,000	\$6,600
Hip implant	\$40,400	\$13,900	\$17,000	\$7,200
Hair transplant	\$25,000	\$2,000		

Source: Statista (2019).

As Table 1 indicates, Turkey has a clear comparative price advantage in healthcare services when compared with the U.S., but its prices are not always more favourable than those of its competitors, Thailand and India. While Turkish prices for the services are generally lower than those in Thailand, India appears to offer the most competitive prices overall. U.S. patients can save around 50–65 per cent on healthcare in Turkey compared to benchmark prices in the U.S., they can save around 65–90 per cent in India, and 50-75 per cent in Thailand (Patients beyond Borders, n.d.). The recent devaluation of the Turkish lira may have contributed to Turkey's price advantage.

Turkey also aims to have a quality advantage. To this end, the state requires private hospitals to obtain Joint Commission International (JCI) accreditation in order to benefit from state rewards for promoting medical tourism. As a result of state incentives, the number of JCI-accredited private hospitals in Turkey has risen to 44, still fewer than Thailand's 67, but greater than India's 38 (JCI, 2020).

In the media, the availability of health travel facilitators and all-inclusive packages were cited as attractive features of medical tourism in Turkey (*European Business Magazine*, 2018; Hava, 2016). Turkey strives to consolidate its position in the market by offering convenient transportation and user-friendly access to information. For instance, Turkish Airlines offers discounted ticket prices of up to 50 per cent for international patients who present a patient

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3 admission document from a certified healthcare institution (Memorial, 2015). A website of the
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5 Turkish Health Travel Council provides information on medical interventions, prices and
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7 discounts at hospitals in Turkey, alongside the same information for different countries,
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9 highlighting the advantages Turkey offers (Map2heal, n.d.). Also, the fact that Turkish
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11 institutions must have qualified professionals who are proficient in English and other languages
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13 and that they must provide translation services eases patient concerns about communication
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15 (Luckraft, 2017).
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22 One issue that has attracted negative media attention to medical tourism in Turkey is the number
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24 of unregistered clinics. Unregistered hair transplant clinics have been cited as an example of
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26 how rapid growth has compromised patient safety. In fact, in 2016, approximately 6 out every
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28 10 of these clinics were operating illegally, exploiting a lack of monitoring and auditing by the
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30 MoH (Turkish Ministry of Health) (Hava, 2016). While a hair transplant costs approximately
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32 \$2,000 in MoH-authorized clinics, the rates drop to as low as \$800 at illegal clinics. According
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34 to MoH regulations, only physicians are allowed to perform hair transplants. Unregistered hair
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36 transplant clinics, however, to keep costs down, employ under-qualified personnel to perform
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38 the procedure. One piece of investigative journalism reported that, in several clinics, it was
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40 nurses who performed the operations, and physicians become involved only when
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42 complications arose (Magid, 2017).
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50 Turkey's rise as a medical tourism destination has attracted only limited attention in the
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52 academic and grey literature, however, and what has been reported has been mostly descriptive.
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54 Sag and Zengul (2018), for example, in a survey of 288 foreign patients in Turkey, found that
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56 the attraction of Turkey for international patients varies with country of origin. Patients from
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58 European countries prefer Turkey for its lower prices, but patients from the Balkans and Asia
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3 are motivated by a lack of medical expertise in their home countries. Patients from the Middle
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5 East, on the other hand, come to Turkey for treatment so as to circumvent legal and moral
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7 restrictions and to avoid long waiting times in their home countries.
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12 Previous literature on medical tourism in Turkey has identified a comparative price advantage
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14 (e.g. Yildiz and Khan, 2016) and increased private-sector capacity in healthcare provision
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16 (Barca et al., 2013; Uçak, 2016) as major factors that have contributed to increased inbound
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18 medical tourism to Turkey, but policy and political factors have been left unexplored. While
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20 the literature on healthcare policies and politics in Turkey is rich, medical tourism has so far
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22 eluded attention. The promotion of medical tourism in Turkey dates back to the 2003 healthcare
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24 reform after the Justice and Development Party (Adalet ve Kalkınma Partisi, AK Party) rose to
25
26 power as a single-party government. Ağartan (2012) described the content of the 2003 reform
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28 as a combination of universalism and marketization. The reform extended social health
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30 insurance coverage (Ağartan, 2012) and eased access to medications (Dorlach, 2016). It also
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32 gradually introduced marketization dynamics, primarily in provision (Ağartan, 2012; Eren
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34 Vural, 2017; Yılmaz, 2017), which later spread into financing and access (Yılmaz, 2013;
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36 Yılmaz, 2020). On the one hand, the interest of successive AK Party governments in promoting
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38 medical tourism in the context of the reform is in line with the marketization element that is
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40 evident in provision. On the other, in contrast to expectations that the state's role in provision
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42 would diminish over time (Ağartan, 2012; Eren Vural, 2017; Yılmaz 2017), the state reinstated
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44 its role in provision with the launch of 'city hospitals', using a PPP model and collaborating
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46 with large construction firm-led consortiums (Gün, 2019).
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56 The present study finds that the state has played a key role in the country's rise as a new medical
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58 tourism hub. Over time, its role has changed—from facilitating privatisation in provision in the
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3 first period (2003–2012) to state entrepreneurialism in healthcare, and increased regulation in
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5 the second period, from 2013 onwards. The year 2013 was a turning point, which was
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7 precipitated by two key events: the inception of city hospitals and the launch of a special
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9 development plan for medical tourism.
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15 *State-supported privatisation in healthcare provision (2003–2012)*
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19 The role of the state in medical tourism between 2003 and 2012 was to facilitate an expansion
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21 of the private sector in healthcare provision and to support private sector efforts to attract
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23 international patients. The first step towards promoting medical tourism was state-supported
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25 privatisation in provision. The 2003 reform initiated this process, offering incentives for new
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27 private investment in healthcare provision, the most important of which was the incorporation
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29 of private services into the compulsory social health insurance programme. Table 2 shows the
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31 share of bed capacity in 2002 and 2017.
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Table 2. Percentage Share of Bed Capacity by Hospital Type

Years	Public	University Hospitals	Private Hospitals
2002	78.5*	14.6	6.9
2017	60	18.3	21.8

Source: MoH (2003, 2018: 113).

*Includes the MoH, the Social Insurances Institution and other public hospitals.

As Table 2 illustrates, private hospitals accounted for less than one-tenth of the bed capacity before the reform; by 2017, their share had tripled. This increased capacity was not originally intended to serve international patients. Instead, this reshuffling of actors on the supply side

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3 occurred in the context of guaranteed domestic demand for private services. However, low rates
4 of social health insurance reimbursement for private sector services and the inclusion of private
5 hospitals into central planning of healthcare resources in 2008 unsettled the relationship
6 between the government and the private hospital sector (Yılmaz, 2017). In the context of limited
7 uptake on private health insurance in Turkey, one strategy that the private hospital sector
8 adopted to increase their profit margins was to diversify demand for their services through
9 ‘customer internationalisation’, as evidenced in its earlier efforts to attract public sector support
10 for this strategy (Health Tourism Association for Turkey, 2008).
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23 The first organised step towards promoting health tourism in Turkey came from the private
24 sector. Their initiatives led to the establishment of two non-governmental organisations: (1) the
25 Health Tourism Association of Turkey, established by a physician-entrepreneur who was
26 running a private hospital in Erzurum, a province in the east of the country (Health Tourism
27 Association of Turkey, n.d.) and (2) the Turkish Healthcare Travel Council, established by the
28 owner of a medical tourism agency (Turkish Healthcare Travel Council, n.d.). In 2010, the
29 founder of the Health Tourism Association of Turkey was appointed as the first head of the
30 Health Tourism Department in the MoH (Aydın, n.d.), and the founder of Turkish Healthcare
31 Travel Council served as president of Global Healthcare Travel Council. The Health Tourism
32 Association of Turkey has organised annual congresses since 2008 to promote Turkey as a
33 medical tourism destination; these events attracted a series of Turkish Ministers of Health
34 voicing the highest-level political commitment to this objective (Sabah, 2011; İhlas Haber
35 Ajansı, 2013).
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56 Health tourism appeared in Turkey’s official policy documents only after the private sector
57 became involved. The first policy document that mentioned health tourism was the Ninth
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3 National Development Plan for 2007–2013, which stated that health tourism would be
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5 ‘supported in the light of the competitive advantage of Turkey in price, the quality of services,
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7 and geothermal resources’ (State Planning Organization, 2006: 90). The 2009 report of the
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9 Turkish Industry & Business Association (Türk Sanayicileri ve İş İnsanları Derneği, TÜSİAD)
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11 on Turkey’s medical tourism potential welcomed the state’s support for medical tourism and
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13 called for more public–private collaboration (TÜSİAD, 2009). A similar emphasis on medical
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15 tourism is observed later in the MoH Strategic Plan for 2010–2014, which promised to make
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17 Turkey a regional centre for health tourism (MoH, 2009). This plan also emphasised the state’s
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19 enhanced efforts in the regulation of medical tourism. As part of these efforts, the MoH adopted
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21 several strategies, including enabling cooperation with sectoral actors, the determination and
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23 enforcement of quality criteria for health tourism institutions and established the Health
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25 Tourism Department in 2010, which had four responsibilities: (1) to coordinate the planning,
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27 regulation and development of health tourism and activities for health tourism; (2) to authorise
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29 and monitor health tourism facilities; (3) to provide advisory and translation services for health
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31 tourism patients; (4) to maximise the potential of health tourism (MoH, 2018).
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40 Another driver of medical tourism in this period was state support for increasing the number of
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42 specialists in private sector hospitals. The 2003 reform resulted in the closure of most private
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44 practice offices of physicians (Yılmaz, 2017) and a slight reshuffling of specialists between the
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46 public and private sectors. While the share of specialist physicians in the private sector
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48 (including private clinics) was 22.8 per cent in 2000 (MoH, 2001), it reached one-third in 2013
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50 (MoH, 2014).
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56 The reform also propelled strategic initiatives to increase the number of medical school
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58 graduates. While the total number of seats available in medical faculties was slightly less than
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5,000 in 2003, it had almost tripled by 2018 (Hekim Postasi, 2018). With the reform, the number of private medical faculties increased from 5 before the reform to 24 by the end of 2015 (The Council of Higher Education in Turkey 2019: 17). Table 3 demonstrates the resulting increase in the number of practising physicians in Turkey versus other countries between 2000 and 2014.

Table 3. Number of Physicians per 1,000 Population in Selected Countries

	2000	2014
Germany	3.3	4.1
United Kingdom	1.9	2.8
Turkey	1.3	1.8
Malaysia	0.7	1.5
India	0.5	0.7
Thailand	0.4	0.5

Source: World Bank (n.d.)

Table 3 shows that, even before the reform, Turkey had a higher density of physicians than Malaysia, India and Thailand. While the reform contributed to the transfer of physicians from the public to private sector, it also increased the overall number. As of 2014, Turkey keeps its middling position in the number of physicians per 1,000 population. Although increasing the number of physicians was framed primarily as a way to strengthen the Turkish healthcare system in the early days of the reform, it has also only strengthened the capacity of services for medical tourism. In addition, the fast increase in the last decade has led to concerns about potential physician unemployment even among high-ranking MoH bureaucrats (Habertürk, 2016) and physician organisations (Medimagazin, 2019), which has also contributed to

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3 generating consent among physicians about the importance of medical tourism for physician
4 employment and incomes.
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10 Finally, during the same period (2003–2013), the government unveiled a plan to establish
11 Healthcare Free Trade Zones (HFTZ)—the healthcare version of export processing zones (The
12 Republic of Turkey, 2011), which would cater primarily to international patients (Yavuz, 2014).
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14 The HFTZs were also expected to increase foreign direct investment, foster capacity building
15 for high-technology medical care, and promote medical tourism. Although no HFTZ project
16 has been launched to date, an initiative to establish an HFTZ came from the business community
17 in Bursa, a metropolitan industrial city in Western Anatolia (Acar, 2018). This paper maintains
18 that the government’s shelving of this plan signifies a shift of strategy from promoting medical
19 tourism with a private hospital sector-led strategy to pursuing state entrepreneurialism since the
20 early 2010s, which is examined in the next section.
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35 *State entrepreneurialism in healthcare (2013 onwards)*

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40 The role of the state in medical tourism has changed from facilitating an expansion of the private
41 sector in healthcare provision to adopting proactive entrepreneurialism and a stricter regulatory
42 function. This shift does not imply that state support for medical tourism in the private sector
43 ended; rather, it means that the state has emerged as a new entrepreneur that has started
44 collaborating with large construction firm-led consortiums to increase supply and to absorb
45 some of the demand for medical tourism.
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56 The AK Party (2011) pledged to promote health tourism (including medical tourism) for the
57 first time during its general election campaign in 2011. It framed health tourism as part of its
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3 economic development strategy – an emphasis that carried forward in its 2015 general election
4 platform (2015). This emphasis on health tourism in the AK Party political rhetoric shows that
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6 the marketization component of its hybrid discourse of the early days of the 2003 reform had
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8 started to overshadow the universalism component. Universalism was seen as a mission that
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10 had been accomplished, while marketization was a new promised land. The AK Party has never
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12 acknowledged a tension between these two.
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19 With political commitment for medical tourism, medical tourism started to dominate the official
20 health policy discourse (The Ministry of Development, 2013; The Strategy and Budget Office
21 of the Presidency of Turkey, 2019). The publishing of a special development plan in 2013
22 dedicated to health tourism was the harbinger of a new era (The Ministry of Development,
23 2015). The Health Tourism Development Programme Action Plan set five targets to strengthen
24 health tourism in Turkey: (1) the development of an institutional and legal basis for health
25 tourism, (2) the upgrading of physical and technical infrastructure in health tourism, (3) the
26 enhancement of the quality of health tourism services, (4) the expansion of the promotion and
27 marketing in health tourism and (5) the strengthening of international cooperation.
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42 This new era was characterized by deeper government involvement in medical tourism, first in
43 the form of support for the private sector and better regulation. Prices were standardised to
44 eliminate price differences among facilities with the same standard of quality (MoH, 2013). In
45 2014, the MoH began granting accreditation to healthcare providers for medical tourism
46 services. By the end of 2019, 724 healthcare providers had received authorisation (International
47 Health Services Inc. (Uluslararası Sağlık Hizmetleri A.Ş., USHAŞ), n.d.). Incentives were
48 developed to promote investment in private-sector medical tourism. For instance, a 50 per cent
49 tax reduction was introduced for healthcare services provided to foreigners (The Republic of
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3 Turkey, 2015). Another support was in the form of capacity building, which included
4 regulations on registration and legal protection, reporting and foreign company purchase,
5 marketing, counselling and agent commission (The Ministry of Trade, 2015). Support was also
6 provided for translation services, patient transportation and marketing (The Ministry of Trade,
7 2015). To strengthen the coordination of the public and private sectors, the Health Tourism
8 Coordination Council (SATURK) was established in 2015, which replaced earlier private sector
9 attempts to bring together these sectors. Bilateral social security agreements between countries
10 were restructured, and new international cooperation agreements that would increase the
11 number of international patients were signed (MoH, 2017).
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26 The first sign of state entrepreneurialism in medical tourism was the launch of the city hospitals
27 in 2015. Other countries had already experimented with the PPP model (Murray, Bisht and
28 Pitchforth, 2016). In the Turkish version, it was a consortium of private contractors that
29 undertook the construction of large hospital complexes and agreed to operate them in
30 collaboration with the public sector for 25 years. At the end of the contract period, the
31 ownership of these hospitals will be transferred to the public sector. City hospitals receive
32 annual rent in U.S. Dollars from the MoH and reimbursement from the Social Security
33 Institution for the services they offer to the publicly insured. By the end of 2019, 10 city
34 hospitals had been launched (MoH, 2019) and were accredited for medical tourism (MoH,
35 2020). MoH officials expected the newly established city hospitals would play a key role in
36 medical tourism, although they were not designed for that particular purpose (Habertürk, 2018).
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38 The fact that the MoH pays rent for city hospitals in U.S. Dollars in the context of the
39 devaluation of the Turkish Lira might have aggravated the need to rely more on medical tourism
40 to ensure the profitability of these investments.
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3 The second and strongest sign of state entrepreneurialism in healthcare was the establishment
4 in 2019 of a public corporation that was subject to commercial law, USHAŞ, which was tasked
5 with promoting Turkey as a global medical tourism destination and encouraging collaboration
6 between the public and private sectors (USHAŞ, n.d.). USHAŞ is authorised to establish
7 medical tourism coordination offices and advanced diagnostic centres abroad (USHAŞ, n.d.),
8 and as of July 2020, it had opened medical tourism coordination offices in eight countries,
9 among which were the U.K. and Russia (USHAŞ, n.d.). While USHAŞ is classified as a medical
10 tourism agency to promote the services of city hospitals and other providers, it has a regulatory
11 function that includes granting authorisation for medical tourism agencies.
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26 The growing presence of the state as both a service provider and a publicity agent in medical
27 tourism has met with criticism from private hospitals and medical tourism agencies alike. In a
28 stakeholder meeting, for example, a representative from a medical tourism agency argued
29 against including medical tourism agency functions into the legal mandate of USHAŞ (The
30 Municipality of Kayseri, 2019). Increasing public sector support for city hospitals in medical
31 tourism also created unease in the private hospital sector (The Private Hospitals and Health
32 Institutions Association (Özel Hastaneler ve Sağlık Kuruluşları Derneği, OHSAD), 2017). In
33 this respect, the head of OHSAD, the leading private hospital business organisation, stated in
34 2017:
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49 Turkish citizens must receive priority for public resources. You cannot treat a Libyan
50 or a Dutch when your own citizen is shaking at home with pneumonia. You [the public
51 sector] can perhaps engage in medical tourism if you have excess bed capacity. But it is
52 really hard to do this [medical tourism] with the public sector (OHSAD, 2017).
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3 The head of OHSAD's call for a traditional division of responsibilities between the public and
4 private sectors in healthcare must be read as private sector concerns about the state's growing
5 entrepreneurial role in medical tourism and its negative implications for the private hospital
6 sector. The head of USHAŞ also publicly acknowledged the private providers' discomfort about
7 the changing role of the state in medical tourism:
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17 They (representatives of private hospitals) have expressed doubts in our earlier
18 meetings. I know they still have doubts ... I would like to reassure private hospitals that
19 USHAŞ will not only serve the public sector, advertise public services and transfer
20 medical tourists to public providers ... If we will not be able to increase the total number
21 of medical tourists (visiting Turkey) annually and if incoming patients will attend only
22 to public hospitals, our country will not gain anything from this. We aim to increase the
23 size of the pie through price segmentation (The Municipality of Kayseri, 2019: 31–33).
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35 While this statement promises an increased size of the pie that will improve the position of all
36 stakeholders in medical tourism, it also reiterates the state's position as a central actor in the
37 medical tourism industry, both as an agent and a provider. It leaves open the question of how
38 price segmentation will reconcile the interests of both the private hospital sector and the
39 government especially given the latter's commitment to a PPP model in establishing costly city
40 hospitals.
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51 **Conclusion**

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56 The present study demonstrates the relevance of Moran's (1999) approach, which underlines a
57 multidimensional engagement of the state with healthcare that cuts across economic and social
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3 policy commitments. The Turkish case offers evidence of the dual role of the Turkish healthcare
4 state—one that performs both a welfare function and an economic one at the same time. While
5 Moran has emphasised this dual-function, especially with respect to medical technologies and
6 pharmaceuticals, this article shows that it has gained new relevance for healthcare delivery.
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14 The present study demonstrates that the state-supported privatisation that came with the 2003
15 healthcare reform and the rise of an entrepreneurial healthcare state since 2013 have shaped
16 Turkey's path to medical tourism. It suggests that the state's role in medical tourism has
17 changed in response to shifts in both governmental strategies for healthcare and government-
18 business relations.
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29 Between 2003 and 2012, medical tourism arrived policy agenda with the emerging private
30 hospital sector and medical tourism agency initiatives. During this period, the state assumed a
31 facilitator role in promoting medical tourism through a private sector-led strategy. The 2003
32 reform paved the way for state-supported privatisation in healthcare provision and an expansion
33 of the medical workforce. Turkey's rapid growth as a popular destination for medical tourism
34 would have been impossible had it not transformed its public capacity (especially by facilitating
35 the transfer of publicly-educated specialists to private hospitals and subsidising private
36 hospitals through social insurance) into a foundation for private sector expansion. Therefore,
37 state-supported privatisation of healthcare provision with the reform opened the road for
38 making medical care an export commodity.
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54 Since 2013, the state's role in medical tourism has expanded to a point that goes beyond
55 regulation and support for the private hospital sector. It can now be conceptualised as an
56 emergent entrepreneurial healthcare state. During this ongoing period, the Turkish government
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3 took two important steps. First, it launched PPP projects for large hospital complexes, which
4 resulted in a conflation of interests between the public and private sectors. The private sector
5 here refers to construction firm-led consortiums bringing together diverse set of actors from the
6 medical technology to international legal consultancy sectors. Second, rather than pursuing a
7 private hospital sector-led medical tourism strategy, it established a public corporation that
8 would act as a medical tourism agency and that would promote city hospitals to international
9 patients. These two developments signified a change in the role of the state from facilitator to
10 entrepreneur. The entrepreneurialism of the Turkish healthcare state has created discomfort in
11 the domestic private hospital and medical tourism agency sectors, both of which are concerned
12 about their future role in medical tourism.
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28 This article suggests that the promotion of medical tourism in Turkey is in line with the
29 marketization aspect of the 2003 reform and that Turkey's rise as a hub for medical tourism has
30 been possible due to the state's support for privatisation of healthcare provision. However,
31 considering the extent of state involvement in provision since the 2010s, this article also
32 underlines that the trajectory of medical tourism promotion has diverged from the expected
33 trajectory towards a private hospital sector-led strategy. An analysis of the politics of medical
34 tourism in Turkey reveals heavy state involvement in provision that, coupled with its
35 partnership with large construction firm-led consortiums, has often been at the expense of
36 private hospitals and medical tourism agencies.
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51 In addition to responding to Lunt's (2017) call for research on medical tourism in countries
52 with publicly funded and organised healthcare systems, this article also corroborates previous
53 case studies that find that governments do not consider state support for medical tourism and
54 commitment to universal health coverage as mutually exclusive objectives. Thailand and
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3 Colombia, like Turkey, introduced reforms to achieve universal health coverage while
4 simultaneously aiming at strengthening their place in the global market for medical tourism.
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7 This common tendency has made publicly provided medical care both a public good and an
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10 export commodity in countries that have opened their public capacity to medical tourism.
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12 Pursuing both objectives (to achieve universal health coverage and incorporate public facilities
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14 into medical tourism simultaneously) is likely to create a tricky situation where any tensions
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17 between these objectives will be played out on the ground as these policies evolve.
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22 The main limitation of the present study is that it relies on a documentary analysis, which limits
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24 the analysis here to an interpretation of publicly available sources of information. In-depth
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26 interviews with relevant actors would afford an enhanced understanding of their subjective
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28 interpretations about the changing role of the state in medical tourism. This study also relies on
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30 a single-country case, so its findings cannot be generalised to countries that share similar
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32 characteristics with this case. However, the secondary literature on countries such as Thailand
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34 and Colombia suggest that there are points of overlap among these cases concerning the state's
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36 role in medical tourism; this may inspire further comparative research.
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43 Future studies can address these limitations by gathering qualitative data about the opinions of
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45 different actors on the role of the state in medical tourism in Turkey and beyond, and by
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47 designing comparative studies to support theory-building efforts. Further research on the
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49 conflicts and dilemmas in the political, organisational and professional domains is also needed,
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51 particularly in cases with publicly funded and organised healthcare systems. Such research will
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53 contribute to a better understanding of the status of healthcare in contemporary societies and
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55 ways in which states influence that status in diverse temporal and spatial contexts.
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