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# Physician Leadership Institute

# **SPEAKERS**



# Aparna Ananth, MD, MBA

Aparna is a consultant with Chartis Clinical Quality Solutions, is a Fellowship trained Cardiothoracic Anesthesiologist, and serves as the CMO of two community hospitals..



### Mark B. Wenneker, MD

Dr. Wenneker is a Principal with Chartis and leader of the Chartis Behavioral Health Service Line segment and supports physician alignment engagements through his leadership in the Chartis Physician Leadership Institute.

# **COURSE DESCRIPTION**

The Tools You Need to Deliver the Value Your Health System Requires. Hospitals, healthcare systems, and physician group practices face mounting pressures to improve quality, reduce costs and improve patient, staff and physician experience. Increasingly they look to physician leaders to drive the needed changes to achieve these goals. Yet physicians assuming these roles often do not have adequate training, skills and experience to be successful. And, given the ballooning costs of these positions, organizations are asking what value they are getting from these roles. During this program our nationally recognized faculty will train participants in new knowledge and skills required for success in physician leadership roles. They will come away with practical tools to drive critically needed changes in provider performance, clinical processes, and enhancing the value chain.

### PROGRAM GOAL

This program will provide participants new knowledge and skills essential to succeed in the role of physician leader.

#### **AGENDA**

See reverse side

# LEARNING OBJECTIVES

- Explain "who is accountable to whom and for what" for physician leadership roles including medical director (or other physician leaders in appointed roles) and medical staff leader
- Understand and work with the sources of power and influence in organizations
- Describe the key steps for running an effective meeting
- Understand how hospitals get paid and the key factors in financial decision-making
- Describe an approach to elevating negotiation from position and power-based to interest and principle-based negotiation
- Explain the difference between a solvable problem and a polarity to manage and why it matters
- Apply new knowledge and skills to move the needle on value-based care challenges

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# **Agenda**

SUBJECT TO CHANGE

### **DAY 1: THURSDAY**

7:00 - 8:00 AM Registration and Breakfast

8:00 - 9:30 AM Bonus Session

Optional to attend. Thought-provoking context, perspectives, and insights on the most critical issues facing healthcare professionals

10:00 AM - Education Session

12:00 PM Physician Leadership Job Descriptions, Performance Expectations and Accountability – What does your job description actually say? - Where does the medical director fit on the org chart? - What would it look like to hit a home run doing your job? - How will you know if you succeed? - How to Conduct an "Accountability Conversation" with Your Boss and Your Reports

Getting the Work Done – How to Understand and Work with Power and Influence: How to Identify and Optimize Your Sources of Power and How to Utilize Influence and Motivation – Getting Work Done in Meetings: How to Lead a Great Meeting so People Will Come (and Thank You!)

12:00 - 12:45 PM Lunch

12:45 - 3:00 PM Education Sessions (continued)

3:00 PM Adjourn

# **DAY 2: FRIDAY**

7:00 - 8:00 AM Breakfast

8:00 AM - 12:30 PM Education Session

Getting the Work Done (continued from day one) - How to Make Sound Financial Decisions: The Unprofitable Service Case Study – What do the numbers mean? How can we fix it? and The New Technology Case Study – Should We Buy One? - How to Negotiate and Mediate Successfully without Creating a "Win or Lose" Outcome - Moving from Strategy to Implementation –How to Lead Change that Works: What's the Difference between Managing Change and Change Management? and Polarity ManagementTM - The Secret to Leading Sustainable Change

12:30 -1:30 PM | Lunch

# **DAY 3: SATURDAY**

7:00 - 8:00 AM Breakfast

8:00 AM - 12:00 PM Education Session

Applying Your New Tools to Move the Needle on Value Based Care – Applying What You've Learned to Improve Performance On: The Physician's Role in Patient Satisfaction, Reducing Readmissions, Reducing the Cost of Care and Improving Patient Safety

Putting it All Together to Leave a Legacy you can be Proud Of

12:00 PM

Adjourn

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