

Fundamentals of Physician Leadership

MAY 3-5

Spring

Fundamentals of Physician Leadership

31.5 CME

INCLUDES FUNDAMENTALS: FINANCE &
FUNDAMENTALS: QUALITY ONLINE COURSES

MAY 3

Influence:
8 AM – 4:30 PM

MAY 4

Negotiation:
8 AM – 4:30 PM

MAY 5

Communication:
8 AM – 12 PM

Pricing

Fundamentals: Series

Regular Price \$1,955

Advance* \$1,760

Member Price* \$1,496

Negotiation or Influence

Regular Price \$595

Advance* \$536

Member Price* \$455

Communication

Regular Price \$345

Advance* \$311

Member Price* \$264

*Advance pricing through April 3

Programming

MAY 3

**Fundamentals:
Influence**

Faculty:
Carrie Kish

Objectives:
Identify core values that guide leadership styles and decision making

Discover your current leadership level and potential personal impact

Explore processes for leading a team and organization

Develop strategies to maximize the productivity of teams and individuals

MAY 4

**Fundamentals:
Negotiation**

Faculty:
Amanda Weirup

Objectives:
Uncover the proven, step-by-step structure needed to negotiate anything

Analyze the three parameters that keep negotiators protected during a discussion

Understand when to walk away from a negotiation

Develop strategies to create win/win situations for all parties

MAY 5

**Fundamentals:
Communication**

Faculty:
Tim Keogh

Objectives:
Interpret non-verbal cues and specific wording that can be used to convey intent

Determine your personal communication style and personality type

Develop strategies for building relationships and working with others

Understand the four communication styles according to the DISC psychometric assessment