

The Tools you Need to Deliver the Value your Organization Requires

Faculty



RICK A. SHEFF, MD

Dr. Sheff is CMO with The Greeley Company. He brings more than 25 years of healthcare management and leadership experience to his work with physicians, hospitals, and healthcare organizations nationwide.



RAÚL ZAMBRANO, MS, MD, FAAFP

Dr. Zambrano is a Senior Medical Director for Oak Street Health in, IN, and a senior consultant with The Greeley Company.

Agenda - subject to change

Day 1

10 - 10:05 AM	Welcome and Introduction
10:05 - 10:30 AM	Education Session 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
10:30 - 11:40 AM	Break
11:40 AM - 12:50 PM	Education Session 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!) - 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?
12:50 - 1 PM	Answering Questions from Participants

Day 2

10 - 10:05 AM	Welcome Back and Follow-Up from Day One
10:05 - 11:20 AM	Education Session Getting the Work Done (continued from day 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 Management™—The Secret to Leading Sustainable Change
11:20 - 11:35 AM	Break
11:35 AM - 12:45 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
12:45 - 1 PM	Answering Questions from Participants and Wrap-Up