



Tomorrow's Doctors, Tomorrow's Cures™

## **Executive Development Seminar for Deans Phase II**

**Part of the Council of Deans Leadership Initiative**

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*Jointly Sponsored by the Association of American Medical Colleges and Harvard Medical School, Department of Continuing Education*

June 16-17, 2006  
The Westin Grand  
Washington, DC

# AGENDA

## Friday, June 16

7:00 – 7:30 a.m.

Breakfast

7:30 – 7:45 a.m.

Introduction and Welcome  
*Joseph A. Keyes, Jr., J.D.*

7:45 – 9:15 a.m.

DEALING WITH THE MEDIA  
*Bobbie Lawrie & Teri Goudie*

In these sessions, we will discuss media mechanics and operations and explore the ways in which a healthy balance between cooperation and adversity can be established with the press. Simulated interviews will be conducted and critiqued focusing on interviewing skills and techniques.

9:15 – 9:30 a.m.

Break

9:30 – 11:00 a.m.

DEALING WITH THE MEDIA (continued)  
*Bobbie Lawrie & Teri Goudie*

11:00 – 11:15 a.m.

Break

11:15 a.m. – 12:30 p.m.

DEALING WITH THE MEDIA (continued)  
*Bobbie Lawrie & Teri Goudie*

12:30 – 1:30 p.m.

Lunch

1:30 – 3:30 p.m.

## NEGOTIATION SKILLS WORKSHOP

*Steven G. Blum J.D.*

Leaders in academic medicine must be effective negotiators to achieve their goals. This workshop will place participants in one-on-one and group simulations to give them an opportunity to assess and improve their skills. A basic problem-solving tool, developed for medical school deans, will be used to address specific negotiation problems. In addition, there will be consideration of bargaining styles with an emphasis on each participant's individual style and how it impacts negotiation outcomes.

3:30 – 3:45 p.m.

Break

3:45 – 5:45 p.m.

## NEGOTIATION SKILLS WORKSHOP (continued)

*Steven G. Blum, J.D.*

5:45 – 6:00p.m.

Break

6:00 – 6:30 p.m.

Reception

6:30 – 7:30 p.m.

Dinner

7:30 – 9:00 p.m.

## MISSION-BASED MANAGEMENT

*A. Lorris Betz, M.D., Ph.D.*

This session will be devoted to a consideration of a set of concepts under girding a joint program of AAMC and CSC to enhance medical school decision-making entitled Mission Based Management. The objective is to achieve decision making that is mission driven, assures internal accountability, distributes resources in alignment with organization-wide goals and is based on timely, open, and accurate information.

## **Saturday, June 17**

7:00 – 7:30 a.m.

Breakfast

7:30 – 9:00 a.m.

## NEGOTIATION SKILLS WORKSHOP (continued)

*Steven G. Blum, J.D.*

9:00 – 9:15 a.m.

Break

9:15 – 11:00 a.m.	NEGOTIATION SKILLS WORKSHOP (continued) <i>Steven G. Blum, J.D.</i>
11:00 a.m. – 12:30 p.m.	HEALTH CARE FINANCING STRATEGIES / PRACTICE PLAN GOVERNANCE AND ORGANIZATION <i>Robert Dickler</i>  Focus on principles and practices used by Medicare and other payers, GME payments, and the governance and organization of faculty practice plans for the new era.
12:30 – 1:30 p.m.	Lunch
1:30 – 3:00 p.m.	HEALTH CARE FINANCING STRATEGIES / PRACTICE PLAN GOVERNANCE AND ORGANIZATION (continued) <i>Robert Dickler</i>
3:00 p.m.	Wrap-up and Adjourn