

Northwestern | Kellogg

ASA Executive Physician Leadership Program December 6 – 8, 2019

Friday, December 6

Influence without Authority, ([Loran Nordgren](#))

This session provides participants with the social science tools needed to solve organizational problems and influence the actions of individuals, groups and organizations.

Participants will learn:

- Build a leadership presence that creates trust and respect
- Build the skill-set to compel buy-in and commitment from others
- Convince others of the merits of your ideas using the latest insights from behavioral science

Saturday, December 7

Strategy Formulation, Implementation & Change ([Ed Zajac](#))

Participants learn about the role of leaders in formulating and implementing organizational strategy through case discussion. We will explore definitions of strategy, approaches to strategy development and the challenges of implementing a change strategy. Particular attention is paid to how organizations define themselves, how they should develop their strategy in order to be successful in a competitive marketplace, and techniques for implementing change.

Understanding the Healthcare Landscape ([Craig Garthwaite](#))

Healthcare economist and Professor of Strategy, Craig Garthwaite, will present a compelling view of the current fast-changing healthcare landscape, and what it may mean for you and your practice.

Sunday, December 9

Conflict Resolution, Part 2 ([Professor Gail Berger](#))

Participants will be asked to apply the conflict resolution skills gained in the September session during the period between program sessions. Following a discussion of participant experiences, Professor Berger will extend the concepts previously introduced to further develop participants' capacity to successfully negotiate conflict. Various role plays will serve as a catalyst for discussion and analysis.