

**Weekend #1 September 2017****ASA Executive Physician Leadership Program****Welcome & Overview: Ann Zastrow****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.

**High-Impact Negotiation****Nicholas Pearce (tentative)**

Being an effective negotiator is important in every phase of business. In this session, participants will learn the research based characteristics of effective negotiation, followed by an exercise designed to test their skills, discovering their own strengths and weaknesses as negotiators. The session concludes with a group debrief of the exercise.

**Financial Statements: Impact of Assumptions & Analysis****Marian Powers**

For financial statements to be useful for decision-making, an understanding of the purpose and limitations of each financial statement is essential. Participants will learn by example how business transactions are recorded and the financial statements that result. While a single set of global accounting standards does not exist, the assumptions (concepts or principles) that form the basis of accounting are almost universal. Through numerous examples and a case analysis, participants will explore how underlying accounting assumptions (concepts or principles) impact financial statements and their subsequent analysis.

**Conflict Resolution****Gail Berger**

Conflicts arise every day in business settings, and it is important for people to have tools to handle these situations effectively and confidently. This session provides participants with relevant conflict resolution skills that can be used to deal with a broad spectrum of disagreements that they may face internally or with external stakeholders. More specifically, during this session participants will analyze the behavior of individuals, groups, and organizations in competitive situations; learn how to recognize the fundamental differences between a win/lose mentality and a win/win mentality; apply negotiation strategies to craft optimal solutions; learn how to build trust with others in order to sustain long-term relationships and reputations. Various role plays will serve as a catalyst for discussion and analysis.

**Evanston Dine-Around****Various Evanston Restaurants**

Evanston has been called the dining capital of Chicago's North Shore. Expand your network while exploring some of Evanston's best culinary offerings.

**Weekend #2 December 2017****The Leader as Coach Fred Harburg**

Every senior leader has a fundamental responsibility and a rich opportunity to develop the talent of those they lead. However, surveys repeatedly demonstrate that most people live in a feedback and coaching vacuum. Participants will experience a simple, powerful model for helping others do more, and be more, than they may think possible. The session will also allow participants to coach and be coached on issues that are of real importance to them personally and professionally.

**Influence without Authority: The Strategy of Social Influence Nicholas Pearce**

How can you exert influence when you lack formal authority? The goal of this session is to provide participants with research-based, practical insights into how to influence individuals and groups without relying on formal authority to force compliance. This session examines the psychological and behavioral factors that motivate people to respond favorably to our influence attempts, and offers practical strategies for how to structure social interactions to gain influence and how to persuade others to change their thoughts, emotions, and behaviors.

**Your Personal Leadership Journey Jeff Vender, M.D.**

(Please provide a description; I have this scheduled as a dinner talk on Friday December 1 if that works for Dr. Vender)

**Leadership & Strategy Formulation Ed Zajac**

Participants learn about the role of leaders in the formulation of organizational strategy through discussion of a case dealing with a specific organization. Following the group case discussion, definitions of strategy are reviewed and approaches to strategy development are explored. Particular attention is paid to how organizations define themselves, and how they should develop their strategy in order to be successful in a competitive marketplace.

**Harry Kraemer Values-based Leadership**

Values-based leaders seek to inspire and motivate, using their influence to pursue their most deeply felt goals. In this session, participants will explore a framework of principles of values-based leadership to help participants make their organizations beacons of enduring value.

**Leadership & Strategy Implementation Ed Zajac**

Participants learn about the role of leaders in the implementation of organizational strategy through discussion of a case dealing with a specific organization. Following the group case discussion, change strategies are reviewed and approaches to executing on strategic plans are explored. Particular attention is paid to how organizations react to change, and techniques for implementing change in order to be successful.

**Program Wrap-up Ann Zastrow**