

<b>Wednesday, November 29</b>			
<b>Time</b>	<b>Event</b>	<b>Content</b>	<b>Presenter</b>
10 – 10:30 a.m.	Introduction	Welcome and preview of the conference; what do you want to know? Why are you here?	
10:30 – 11:30 a.m.	Keynote: The Changing World of Anesthesia	Overview of what is affecting the anesthesiologist today and tomorrow, (e.g., new Medicare regulations) and the general need for teams, value-added programs, EQ and change management.	Mohammed Minhaj, M.D.
11:30 a.m. – 12:30 p.m.	A Day in the Life of an Anesthesiologist	What occurs daily that may not be evident: research, planning, patient meetings, reacting to emergencies... chief concerns as the day goes on.	David Dickerson, M.D. Jeffrey Apfelbaum, M.D.
12:30 – 1:30 p.m.	Lunch <i>(provided)</i>		
1:30 – 2 p.m.	Glossary Game	All the acronyms you need to know.	
2 – 3 p.m.	Communicating with Anesthesiologists	What makes for a healthy relationship between industry & clinicians? Understand ethical issues and professional constraints that shape a clinician's world.	Jason Anderson CRNA Jeffrey Apfelbaum, M.D. David Dickerson, M.D. Mohammed Minhaj, M.D.
3 – 3:15 p.m.	Break		
3:15 – 4 p.m.	Critical Thinking and Emotional Intelligence	What are the key questions you need to ask? What needs can you help fulfill? What sensitivities do you need to be aware of when dealing with anesthesiologists?	Torin Shear, M.D.
4 – 5 p.m.	One-on-Ones with the Anesthesiologist	"Everything you wanted to know."	Jeffrey Apfelbaum, M.D. David Dickerson, M.D. Mohammad Minhaj, M.D. Jason Anderson, CRNA
5 – 5:15 p.m.	Wrap-Up of Day 1		
5:15 – 6:45 p.m.	Reception and Tour of Wood Library-Museum of Anesthesiology		
<b>Thursday, November 30</b>			
<b>Time</b>	<b>Event</b>	<b>Content</b>	
7 – 7:30 a.m.	Breakfast <i>(provided)</i>		
7:30 – 8 a.m.	Welcome Back; Introduction to Day 2		
8 – 9 a.m.	Building a Model of the Anesthesiology Ecosystem	How does each type of system function? Identify and create a model tied to value creation.	

9 – 10 a.m.	Working Within the New Ecosystem: How to Invest Your Time	What are the issues involved in working as a trusted advisor? What are some ways to best use your time and concentrate on things that will help the most?	Asokumar Buvanendran, M.D. Jason Anderson, CRNA Mohammed Minhaj, M.D.
10 – 10:15 a.m.	Break		
10:15 – 11:15 a.m.	Collaboration vs Selling: The Case for a Value-add Approach	Don't sell me a product, sell me value. Focusing on the things that drive the relationship as well as data, quality and value. Search for what is mutually beneficial about problems and new solutions that takes care pathway development into consideration.	David Dickerson, M.D.
11:15 a.m. – Noon	Putting Yourself in the Mix	Based on questions by participants, act out examples of how to promote your value within the system.	Asokumar Buvanendran, M.D. Jason Anderson, CRNA Mohammed Minhaj, M.D.
Noon – 12:45 p.m.	Lunch ( <i>provided</i> )		
12:45 – 1:45 p.m.	Patients in the Center: the Care Team	How we work together.	Asokumar Buvanendran, M.D. Jason Anderson, CRNA David Dickerson, M.D.
1:45 – 2:30 p.m.	Breakout #1: Critical Situations	What role does each member of the team perform in a critical situation? What are the issues, irritants, opportunities and potential negative outcomes?	Asokumar Buvanendran, M.D. Jason Anderson, CRNA Neil Holman (Lake Forest)
1:45 – 2:30 p.m.	Breakout #2: Creating Value	Leading change management in anesthesia, measuring patient satisfaction with anesthesia, the importance of building high performance teams in anesthesiology.	Dr. David Dickerson Donna Steffey (Lake Forest)
2:30 – 3 p.m.	My Plan to Create Value	What are the top five things you learned? How might those be applied?	