



5th Annual ASTS Leadership Development Program

The Premier Executive Management Course Designed Exclusively for the Field of Transplantation

Northwestern University Kellogg School of Management, James L. Allen Center

September 7-10, 2014

Overview

The ASTS Leadership Development Program (LDP) is designed to provide clinical and administrative leadership with essential skills necessary to successfully lead transplant centers within a complex financial and regulatory environment. Key components of the program include an exposure to necessary business practices including cost accounting, financial analysis, and contracting; leadership skills including team building, strategic analysis, and institutional relationships; and an overview of the legal and regulatory aspects of transplantation.

Who Should Attend

The ASTS Leadership Development Program encourages joint attendance of transplant center clinical and administrative leaders. Effective cooperation among these professionals is crucial for the future of transplant center success. The program also welcomes industry attendees.

Venue

Located in the heart of Northwestern University's Evanston campus, the James L. Allen Center is the home of the Kellogg School of Management's Executive Education programs and hosts more than 6,000 executives annually. The Allen Center is designed to facilitate peer learning and informal interactions among faculty and participants. The Center is completely self-contained with classrooms, study group rooms, bedrooms, dining rooms, lounge areas, snack rooms, laundry service, and an exercise room. The goal is to create a special environment for learning that anticipates all educational and logistical needs in a seamless fashion, thereby minimizing distractions from the learning experience.

Registration Information

Register online at ASTS.org. Program is limited to 60 participants. Registration includes: tuition, materials, lodging for the evenings of September 7, 8, and 9, 2014, and meals.

Member Rate = \$4,570

Non Member Rate* = \$5,570

Industry Rate = \$6,570**

*Multi Attendee Discount: Non-member administrators attending along with an ASTS member from the same institution are eligible to register at the member rate. ** Industry attendance is limited to 10 participants and a maximum of two per company.

Availability is on a first come, first served basis until spots are filled. Payment in full is required to guarantee a spot in the program. A waiting list will be maintained.

Cancellation and Refund Policy

If a registrant is unable to attend, the fee may be transferred to a substitute. If the transfer requires additional financial transactions, applicable bank fees will apply (bank fees incurred by ASTS will not be refunded to the party transferring the registration). If no qualified substitute can be arranged before August 7, 2014, a refund will be issued, less a \$500 non-refundable deposit. Registration cancellation requests must be made in writing and received by August 7, 2014. No refunds will be issued for cancellations received after August 7, 2014.

Continuing Medical Education

Accreditation Statement

The American Society of Transplant Surgeons (ASTS) is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education for physicians.

Credit Designation Statement

ASTS designates this live activity for a maximum of 29.25 *AMA PRA Category 1 Credit(s)*TM. Physicians should claim only the credit commensurate with the extent of their participation in the activity.

Statement of Need

Transplant medical professionals are increasingly called upon to understand and manage complex businesses within transplant centers. Surgeons are being asked to control costs, understand relationships between providers and their hospitals, interpret regulatory guidelines, develop metrics, and understand branding, all while at the same time serving in their primary clinical roles. Transplant surgeons are not typically educated in the business aspects of transplantation and seek resources to help them navigate both general business executive skills and the highly unique niche of transplant center business skills.

Purpose of Activity

This activity is designed to improve the learner's knowledge and competence related to successfully leading transplant centers within a complex financial and regulatory environment. Specifically, the activity will address operational and financial efficiencies in transplant centers, with the expected outcome of improving the learner's performance in his or her practice setting and ultimately enabling him or her to provide a higher quality of patient care.

Learning Objectives

After completing this educational activity, participants will be able to:

1. Apply key business skills vital to leading a successful transplant center, including contract negotiation, team leadership, and cost analysis
2. Enhance collaborative relationships between clinical and administrative leadership, institutions, and other stakeholders to improve transplant center teamwork and financial success
3. Develop strategies, in an interactive and dynamic forum with other transplant professionals, to address the challenges of leadership and apply these strategies in their practice settings.
4. Understand the impact of changes in the broader health care environment on transplant practice
5. Appreciate the unique aspects of transplant center quality metrics, contracting, and regulatory policies

Target Audience

Surgeons, Transplant Administrators, and other professionals in the field of transplantation.

Disclosures of Financial Relationships

To comply with accreditation requirements set forth by the Accreditation Council for Continuing Medical Education (ACCME), ASTS requires all individuals with an opportunity to affect the content of this CME activity to disclose relevant financial interests. ACCME requires such disclosures to include relevant financial relationships of a spouse or partner. Individuals must disclose relationships with a commercial interest if both (a) the relationship is financial and occurred within the past 12 months and (b) the individual has the opportunity to affect the content of the CME activity relating to the products or services of the commercial interest(s). Potential conflicts of interest identified through the disclosure process are vetted through the ASTS conflict of interest review and resolution process and resolved prior to the CME activity.

Disclosures will be made available to attendees prior to the beginning of the educational activity via slides, program materials, and/or at ASTS.org.

Online Evaluation, Credit Claim, and Certificates

Registered attendees will be able to use a convenient online evaluation, credit claim, and CME certificate system. This system allows attendees to easily complete the program evaluations, and upon completion of the evaluation and credit claiming, they will have immediate access to their CME certificates or Certificates of Attendance. On the last day of the program, all registered attendees will receive an email from ASTS, which will include a link that will immediately take them to a website to complete the session evaluations. To receive a CME certificate or Certificate of Attendance, attendees are required to complete the evaluations. Attendees will have up to 4 months to complete the evaluations and obtain their certificates.

Sunday, September 7, 2014

CME Credits: Up to 5.25 *AMA PRA Category 1 Credit(s)*[™]

11:45 a.m. – 1:00 p.m. Lunch (Optional)

2:00 – 2:15 p.m. **Program Welcome**
William C. Chapman, MD
Washington University School of Medicine

Jim Woodrum, MBA
Kellogg School of Management

2:15 – 3:15 p.m. **Essentials of Transplant Economics and Practice**
David A. Axelrod, MD, MBA
Dartmouth Hitchcock Medical Center

3:15 – 4:15 p.m. **Scientific Registry of Transplant Recipients: Point/Counter Point**
Dorry L. Segev, MD, PhD
Johns Hopkins University

Jesse D. Schold, PhD, M.Stat, M.Ed
Cleveland Clinic

4:15 – 4:30 p.m. Break

4:30 – 6:00 p.m. **Program Specific Reports: Know When to Act**
Small Group Mock Exercises

6:00 – 6:30 p.m. **Cocktail Reception**

6:30 – 8:30 p.m. **ASTS Presidential Remarks**
Peter G. Stock, MD, PhD
University of California, San Francisco

Dinner Keynote
CMS Perspective
Thomas Hamilton
Centers for Medicare and Medicaid Services

Monday, September 8, 2014

CME Credits: Up to 8.75 *AMA PRA Category 1 Credit(s)*[™]

7:00 – 8:30 a.m.	Breakfast
8:30 – 10:00 a.m.	Financial Statements/Accounting: Essential Knowledge Beverly Walther, MBA, PhD <i>Kellogg School of Management</i>
10:00 – 10:15 a.m.	Break
10:15 – 11:45 a.m.	Getting Good Information from Financial Statements Beverly Walther, MBA, PhD <i>Kellogg School of Management</i>
11:45 a.m. – 1:00 p.m.	Lunch
1:00 – 2:30 p.m.	Negotiating Productive Agreements: Improving Your Proficiency Keith Murnighan, PhD <i>Kellogg School of Management</i>
2:30 – 2:45 p.m.	Break
2:45 – 4:15 p.m.	Negotiating Productive Agreements: Improving Your Proficiency (continued) Keith Murnighan, PhD <i>Kellogg School of Management</i>
4:15 – 4:30 p.m.	Break
4:30 – 6:00 p.m.	Strategic Contracting and Pricing in Transplant William C. Chapman, MD <i>Washington University School of Medicine</i>
6:00 – 6:30 p.m.	Cocktail Reception
6:30 – 8:00 p.m.	Dinner Keynote ASTS and NSQIP: A Look Ahead Clifford Ko, MD, FACS <i>American College of Surgeons</i>

Tuesday, September 9, 2014

CME Credits: Up to 9.75 *AMA PRA Category 1 Credit(s)*[™]

7:00 – 8:30 a.m.	Breakfast
8:30 – 10:00 a.m.	Transplant Finance: Knowledge into Practice Michael M. Abecassis, MD, MBA <i>Northwestern Memorial Hospital</i>
10:00 – 10:15 a.m.	Break
10:15 – 11:45 a.m.	Transplant Finance: Knowledge into Practice (continued) Michael M. Abecassis, MD, MBA <i>Northwestern Memorial Hospital</i>
11:45 a.m. – 1:00 p.m.	Lunch
1:00 – 2:30 p.m.	Leading a High Functioning Multi-Disciplinary Team Leigh Thompson, PhD <i>Kellogg School of Management</i>
2:30 – 2:45 p.m.	Break
2:45 – 4:15 p.m.	Leading a High Functioning Multi-Disciplinary Team (continued) Leigh Thompson, PhD <i>Kellogg School of Management</i>
4:15 – 4:30 p.m.	Break
4:30 – 6:00 p.m.	Performance Enhancing Practices: A Transplant Center's Journey to Success Michael E. DeVera, MD <i>Loma Linda University Medical Center</i> Nancy Allen, RN, BA, MPA <i>Loma Linda University Medical Center</i>
6:00 – 6:30 p.m.	Cocktail Reception
6:30 – 8:00 p.m.	Dinner Groups Prep for “Transplant Shark Tank”
8:00 – 9:00 p.m.	“Transplant Shark Tank” Presentations

Wednesday, September 10, 2014

CME Credits: Up to 5.5 *AMA PRA Category I Credit(s)*TM

7:00 – 8:30 a.m.	Breakfast
8:30 – 10:00 a.m.	Creating and Developing Your Strategy Leemore Dafny, PhD <i>Kellogg School of Management</i>
10:00 – 10:15 a.m.	Break
10:15 – 11:45 a.m.	Creating and Developing Your Strategy (Continued) Leemore Dafny, PhD <i>Kellogg School of Management</i>
11:45 a.m. – 1:00 p.m.	Lunch
1:00 p.m. – 2:30 p.m.	Improving Operations Using Lean and Six Sigma Gad Allon, PhD <i>Kellogg School of Management</i>
2:30 – 3:30 p.m.	Transplant Centers, Institutes, and Institutional Relationships Marwan S. Abouljoud, MD <i>Henry Ford Hospital</i>
3:30 – 4:00 p.m.	Wrap Up and Evaluations William C. Chapman, MD <i>Washington University School of Medicine</i> Jim Woodrum, MBA <i>Kellogg School of Management</i>