

- A. What are pipeline opportunities for attracting/developing future health professions educators?
- B. What core skills will the health professional educators need?
- C. How will instructors keep up to date on clinical, education, IT, and legal needs of the health professions in changing clinical and educational environments?

Breakout room coordinators:

Room 101: Steven Chesbro, American Physical Therapy Association

Room 103: Ronald Cervero, Uniformed Services University of the Health Sciences

Room 105: Sara Fletcher, Physician Assistant Education Association

Room 106: Alex Johnson, MGH Institute of Health Professions

“The culture change that is needed to achieve a closer linkage between education and practice in a collaborative, interprofessional environment will require leadership, careful planning, innovative uses of technology, new partnerships, and faculty development. The health care workforce for tomorrow needs to be educated and trained in settings that are models for the efficient, reliable, collaborative practice that leads to the best patient outcomes.”

-George Thibault

Reforming Health Professions Education Will Require Culture Change And Closer Ties Between Classroom And Practice

- Interprofessional Education
- New Models For Clinical Education
- New Content To Complement The Biological Sciences
- New Educational Models Based On Competency
- New Educational Technologies
- Faculty Development For Teaching And Educational Innovation

Thibault, G. (2013). Reforming Health Professions Education Will Require Culture Change And Closer Ties Between Classroom And Practice, *Health Affairs*. 32(11) 1928-1932.

A. What are pipeline opportunities for attracting/developing future HP educators?

- Incentivize
- Career pathways
- Student interest groups
- Deliberate focus on teaching people to teach

B. What core skills will the health professional educators need?

- Understand the future of health care/health systems
- Leadership Skills
- Population Health
- Teaching Methods
- Leveraging Technology
- Emotional Intelligence
- Health Equity/Social Determinants of Health
- Big Data

C. How will instructors keep up to date on clinical, education, IT, and legal needs of the health professions in changing clinical and educational environments?

- Team teaching and collaboration/partnerships
- Technology
- The power of having conversations

EDUCATION

HEALTHCARE DELIVERY





EDUCATION

CARE DELIVERY

GETTING TO YES:

NEGOTIATING AGREEMENT WITHOUT GIVING IN

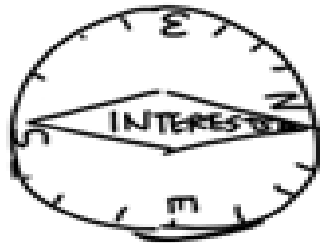


ROGER FISHER
WILLIAM URY
BRUCE PATTON

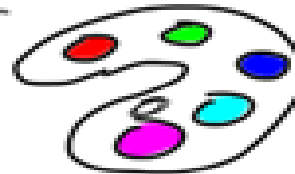
Notes: SachaChua.com



Don't get locked into negotiating POSITIONS



Focus on understanding your interests and other parties' interests.



and come up with a CREATIVE solution.

COMPONENTS:

PEOPLE



Instead of seeing it as a conflict,

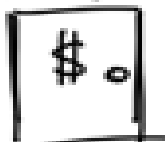


Focus on Cooperation



and build relationships.

INTERESTS



what people truly value → interests

Study positions for clues

OPTIONS



If you don't fully commit to one option, you have more creative room.

CRITERIA



Find and agree on Objective criteria, and use reason & logic.

OTHER TIPS

Power imbalance?



Know your best alternative to a negotiated agreement (BATNA)

People who won't negotiate?



Focus on interests

or

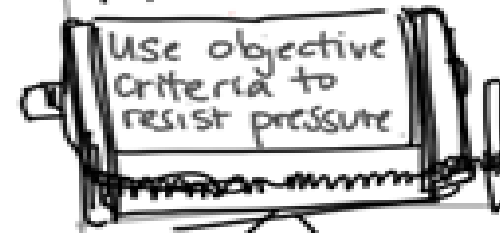
use a mediator



Dirty tricks?



Call attention to their tactics



Don't be afraid to take a break or walk away.





FIGURE S-2 Schematic of the health care system today.