Story: About me

Skills

Challenges

Key to Success

Physician Leadership Development
Once upon a time...

About me...
The practice of medicine
The management of practice
GO BUILD A “NETWORK”
Hospital-Physician Relationships More Crucial Than Ever

Cumulative Impact of Key Organizational Imperatives

- **Manage Shared Risk**: New risk-based payment models clearly link physicians, hospitals as partners in managing risk.
- **Improve Cost of Care Efficiency**: Physicians control substantial portion of potential efficiency gains, such as LOS, discharges.
- **Secure Market Share**: Requires locking-in downstream volumes from physicians.

Cumulative Importance of Physician Collaboration to Hospital Success

Organizational Imperatives
Skills
What people know

- Health care business acumen
- Managed care models, structures and environment

What people have done

- Managed IT implementation
- Led acquisition or merger
- Track record of clinical success
- Developed and mentored others
- Driven change initiative

What people can do

- Cultivate clinical and business partnerships
- Sell a common vision
- Engage and inspire peers and direct reports
- Delegation and influencing skills
- A team player who collaborates and brings disparate individuals together for a common goal

Who people are

- Well-respected and authentic
- Drive for results
- Navigate ambiguity
- Motivated to serve patients through others
- Willingness to be co-governed
- Cultural fit
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CONGRATS DAD!
WE LOVE YOU!
CONTRACT
Money
Challenges
“I need a little stronger leadership effort on the change management initiative, Henry.”
Work with CAVE People

C onsistently
A gainst
V irtually
E verything
Conversation... not just communication
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“JUST TELL THE TRUTH”
THE TRUTH IS OUT THERE
Physician Leadership Development
Closing
High above the hushed crowd, Rex tried to remain focused. Still, he couldn’t shake one nagging thought: He was an old dog and this was a new trick.
YES!!!
‘Everybody’s got plans... until they get hit.’

- Mike Tyson
“Tap into that one fear that drives greatness — the fear of regret.”

Betty Liu
High Cost of Doing Nothing!
Success will result from your impact on the people you touch
... and they lived happily ever after