



Northwestern  
**Kellogg**  
School of Management

SOCIETY OF UNIVERSITY SURGEONS  
**LEADERSHIP  
AGILITY  
PROGRAM**

**August 26-29, 2018**

*Kellogg School of Management, Northwestern University, Evanston, IL*

SOCIETY OF UNIVERSITY SURGEONS

# LEADERSHIP AGILITY PROGRAM

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## GENERAL INFORMATION

### PROGRAM OVERVIEW

The SUS Leadership Agility Program, designed in collaboration with Kellogg School of Management, equips leaders to advance their careers in academic medicine amidst an ever-changing landscape. The program leverages Kellogg's strength in meeting the unique design requirements of the healthcare sector through faculty and practitioners who have instructed thousands of healthcare professionals on their leadership journey. This program is rooted in theory-driven knowledge and concrete strategies that allow participants to put new ideas into action.

### WHO SHOULD ATTEND/TARGET AUDIENCE

Aspiring Surgical Leaders, Division Chiefs, Center Leaders, Hospital and Medical School Leaders

### VENUE

The course will take place at the James L. Allen Center, which is located on Northwestern University's Evanston, Illinois campus on the western shores of Lake Michigan. The Allen Center is designed to facilitate peer learning and informal interactions among faculty and participants. It is completely self-contained with classrooms of all shapes and sizes, fully equipped study-group rooms, bedrooms, dining rooms, lounge areas, snack rooms, laundry service and an exercise room. All 150 bedrooms are equipped with Internet connections and voice mail. During your stay, you will enjoy a private bedroom and bathroom with views of Northwestern University's campus or the lakefront and your commute to the Course each morning is only a brief elevator ride or quick walk downstairs from your room. The Evanston Campus is about a 30-minute drive from Chicago's O'Hare International Airport, with taxis readily available going both to and from the airport to the Allen Center.

Registration  
information  
coming soon!



## PROGRAM SCHEDULE

### SUNDAY, AUGUST 26

- 11:15 am – 12:00 pm **\*OPTIONAL\* Lunch**
- 12:00 pm – 12:15 pm **Program Welcome** – *Ann Zastrow, Director, Kellogg Executive Education Programs and Allan Tsung, MD, SUS President*
- 12:15 pm – 5:00 pm **Business Basics** – *David Friedman, MBA*  
(Break from 1:30 pm till 1:45 pm and 3:15 pm till 3:30 pm)
- 5:15 pm – 6:30 pm **Reception and Dinner**
- 6:30 pm – 8:00 pm **SUS Keynote Address**

### MONDAY, AUGUST 27

- 8:30 am – 11:45 am **Negotiation Fundamentals: Essential Know-How for Leaders** – *Nicholas Pearce, PhD*  
(Break from 10:00 am till 10:15 am)
- 11:45 am – 1:00 pm **Lunch**
- 1:00 pm – 4:15 pm **Values Based Decision Making** – *David Austen-Smith, PhD*  
(Break from 2:30 pm till 2:45 pm)
- 4:30 pm – 6:00 pm **SUS Speaker**
- 6:00 pm – 7:30 pm **Dinner and \*OPTIONAL\* Group Activity: Dine-Around in Evanston**

### TUESDAY, AUGUST 28

- 8:30 am – 11:45 am **Understanding Financial Statements** – *Sri Sridharan, PhD*  
(Break from 10:00 am till 10:15 am)
- 11:45 am – 1:00 pm **Lunch**
- 1:00 pm – 4:15 pm **Leveraging Social Networks** – *Holly Raider, PhD*  
(Break from 2:30 pm till 2:45 pm)
- 4:30 pm – 6:00 pm **SUS Speaker**
- 6:00 pm – 7:30 pm **Reception and Dinner**  
**Free Night**

### WEDNESDAY, AUGUST 29

- 7:30 am – 11:00 am **Understanding the Healthcare Landscape** – *Craig Garthwaite, PhD*
- 11:00 am – 11:30 am **Evaluations**
- 11:30 am – 1:30 pm **\*OPTIONAL\* Lunch**

For more information about this program, visit the SUS website at [www.susweb.org](http://www.susweb.org) or email [info@susweb.org](mailto:info@susweb.org).

## SESSION DESCRIPTIONS

### BUSINESS BASICS

Every discipline – law, medicine, business – has its own structural foundation and its own vocabulary. This session will acquaint you with the fundamentals of business, including economics, finance, marketing, business communication and organization behavior and development. You will become familiar with the basics of these fundamental business topics and gain facility in knowing the right questions to ask when confronting business issues. Business basics will lay the groundwork for a deeper examination of some concepts which follow in the program.

### UNDERSTANDING FINANCIAL STATEMENTS

While financial statements are essential diagnostic tools for assessing the health of any business, few physicians (and many managers) are trained to understand or analyze them. This session will present the origin, use and analysis of the three key financial statements. Additionally, the session will cover the basics of cash, accrual and cost accounting and why and when each may be appropriately employed.

### NEGOTIATION FUNDAMENTALS: ESSENTIAL KNOW-HOW FOR LEADERS

Being an effective negotiator is important in every phase of business. In this session, participants will learn evidence 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.

### VALUES BASED DECISION MAKING

Understand the character and challenges of leadership as it exists and can exist in various organizational settings. This session is intended to provide insights into the demands of leadership and explore how leadership skills can be developed and applied most effectively.

### LEVERAGING SOCIAL NETWORKS

Understanding the structure of organizational networks - human relationships and connections, both formal and informal - provides a strategic resource and a conduit for learning, enhancing performance, identifying opportunities, and realizing efficiencies. In this session, participants learn the key structures in organizational networks as well as analytical skills in reading, interpreting, and leveraging them.

### UNDERSTANDING THE HEALTHCARE LANDSCAPE

This session will present a current point of view on the state of the industry.

### FOR MORE INFORMATION...

For more information about this program, visit the SUS website at:  
**[www.susweb.org](http://www.susweb.org)** or email **[info@susweb.org](mailto:info@susweb.org)**