

# SCHEDULE

## INFLUENTIAL MANAGEMENT

### NOVEMBER 2022 | DAYS 1 & 2

|                         |  |                                |
|-------------------------|--|--------------------------------|
| <b>07</b><br><b>MON</b> | <b>Registration and Breakfast with Exhibits</b>  | <b>7:15 - 8:15 a.m.</b>        |
|                         | <b>Welcome Remarks</b><br><i>Kierstin Cates Kennedy, MD, MSHA, SFHM</i>                    | <b>8:15 - 8:25 a.m.</b>        |
|                         | <b>You're It! Meta-Leadership for Hospital Medicine</b><br><i>Leonard Marcus, PhD</i>      | <b>8:25 - 10:30 a.m.</b>       |
|                         | <b>Break with Exhibits</b>   | <b>10:30 - 10:45 a.m.</b>      |
|                         | <b>The Person of the Meta-Leader and the Situation</b><br><i>Leonard Marcus, PhD</i>       | <b>10:45 a.m. - 12:30 p.m.</b> |
|                         | <b>Lunch with Exhibits</b>   | <b>12:30 - 1:30 p.m.</b>       |
|                         | <b>Leading Connectivity</b><br><i>Leonard Marcus, PhD</i>                                  | <b>1:30 - 2:45 p.m.</b>        |
|                         | <b>Break with Exhibits</b>   | <b>2:45 - 3:00 p.m.</b>        |
|                         | <b>Negotiating Complex Agreements: The Walk in the Woods</b><br><i>Leonard Marcus, PhD</i> | <b>3:00 - 4:30 p.m.</b>        |
|                         | <b>Networking Reception*</b>   | <b>5:30 - 7:30 p.m.</b>        |

|                         |                                |                                |
|-------------------------|--------------------------------|--------------------------------|
| <b>08</b><br><b>TUE</b> | <b>Breakfast with Exhibits</b> | <b>7:15 - 8:15 a.m.</b>        |
|                         | <b>TBD</b><br><i>TBD</i>       | <b>8:15 - 10:45 a.m.</b>       |
|                         | <b>Break with Exhibits</b>     | <b>10:45 - 11:00 a.m.</b>      |
|                         | <b>TBD</b><br><i>TBD</i>       | <b>11:00 a.m. - 12:30 p.m.</b> |
|                         | <b>Lunch on Own</b>            | <b>12:30 p.m.</b>              |

# SCHEDULE

## INFLUENTIAL MANAGEMENT

### NOVEMBER 2022 | DAYS 3 & 4

09  
WED

|  |                         |
|--|-------------------------|
| <b>Breakfast</b>   | 7:15 - 8:15 a.m.        |
| <b>Advanced Topics in Hospital Finances</b><br><i>Brian Harte, MD, MHM</i>         | 8:15 - 10:45 a.m.       |
| <b>Break</b>   | 10:45 - 11:00 a.m.      |
| <b>Advanced Topics in Hospital Finances (cont.)</b><br><i>Brian Harte, MD, MHM</i> | 11:00 a.m. - 12:15 p.m. |
| <b>Lunch</b>   | 12:15 - 1:15 p.m.       |
| <b>Proven Leadership Practices</b><br><i>Russell L. Holman, MD, MHM</i>            | 1:15 - 2:30 p.m.        |
| <b>Break</b>   | 2:30 - 2:45 p.m.        |
| <b>Problem-Solving Current Challenges</b><br><i>Russell L. Holman, MD, MHM</i>     | 2:45 - 4:15 p.m.        |

10  
THU

|   |                         |
|---|-------------------------|
| <b>Breakfast</b>  | 7:15 - 8:15 a.m.        |
| <b>Building and Sustaining Your Network:<br/>A Key Tool for Leaders</b><br><i>Nancy Spector, MD &amp; Maryellen Gusic, MD</i>                         | 8:15 - 10:45 a.m.       |
| <b>Break</b>  | 10:45 - 11:00 a.m.      |
| <b>Using PAR Statements to Make<br/>Connections for Yourself and<br/>Others in Your Network</b><br><i>Nancy Spector, MD &amp; Maryellen Gusic, MD</i> | 11:00 a.m. - 12:30 p.m. |