



## **4<sup>th</sup> 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 22-25, 2013**

### **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 6000 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 [www.ASTS.org](http://www.ASTS.org). Program is limited to 60 participants. Registration includes: Tuition, materials, lodging for the evenings of September 22, 23, and 24, 2013, 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 22, 2013, a refund will be issued, less a \$500 non-refundable deposit. Registration cancellation requests must be made in writing and received by August 22, 2013. No refunds will be issued for cancellations received after August 22, 2013.

## **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)*<sup>TM</sup>. 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 level of competence essential to successfully lead transplant centers within a complex financial and regulatory environment. Specifically, the activity will address operational and financial efficiencies in transplant centers, which will result in physicians' ability to provide a higher quality of patient care.

### **Target Audience**

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

### **Disclosures**

ASTS ensures that all CME certified activities are fair, valid, balanced, scientifically rigorous, and free of commercial bias and designed to promote professional performance, competency, and improved patient outcomes. It is the policy of ASTS that individuals in a position to influence/control content of a CME activity disclose all or apparent conflicts of interest(s) that have occurred within the last 12 months of the activity. Should it be determined that a conflict of interest exists, ASTS will review and resolve and/or manage all identified conflicts of interest, as applicable. Disclosures will be made available to attendees 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 you to easily complete the program evaluations, and upon completion of the evaluation and credit claiming, you will have immediate access to your CME certificate or Certificate 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 you to a website to complete the session evaluations. To receive your CME certificate or Certificate of Attendance, you are required to complete the evaluations. You will have up to 4 months to complete the evaluations and obtain your certificates.

**September 22-25, 2013**

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

*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 personal practice
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

## Sunday, September 22, 2013

CME Credits: Up to 5.25 *AMA PRA Category 1 Credit(s)*<sup>™</sup>

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*

Russell Walker, PhD  
*Kellogg School of Management*

2:15 – 3:45 p.m.       **Essentials of Transplant Economics and Practice**  
David A. Axelrod, MD, MBA  
*Dartmouth Hitchcock Medical Center*

3:45 – 4:00 p.m.       **Break**

4:00 – 5:00 p.m.       **Scientific Registry of Transplant Recipients**  
Dorry L. Segev, MD, PhD  
*Johns Hopkins University*

5:00 – 6:00 p.m.       **Continuous Monitoring of Center Performance**  
David A. Axelrod, MD, MBA  
*Dartmouth Hitchcock Medical Center*

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

6:30 – 8:30 p.m.       **ASTS Presidential Remarks**  
Alan N. Langnas, DO  
*University of Nebraska*

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

## Monday, September 23, 2013

CME Credits: Up to 9.75 *AMA PRA Category 1 Credit(s)*<sup>TM</sup>

- 7:00 – 8:30 a.m.        **Breakfast**
- 8:30 – 10:00 a.m.      **Financial Statements/Accounting: Essential Knowledge**  
Beverly Walther, MBA, PhD  
*Kellogg School of Management*
- 10:00 – 10:15 a.m.     Break
- 10:15 – 11:45 a.m.     **Getting Good Information from Financial Statements**  
Beverly Walther, MBA, PhD  
*Kellogg School of Management*
- 11:45 a.m. – 1:00 p.m. **Lunch**
- 1:00 – 2:30 p.m.        **Negotiating Productive Agreements: Improving Your Proficiency**  
Keith Murnighan, PhD  
*Kellogg School of Management*
- 2:30 – 2:45 p.m.        Break
- 2:45 – 4:15 p.m.        **Negotiating Productive Agreements: Improving Your Proficiency (continued)**  
Keith Murnighan, PhD  
*Kellogg School of Management*
- 4:15 – 4:30 p.m.        Break
- 4:30 – 6:00 p.m.        **Transplant Centers, Institutes, and Institutional Relationships**  
Alan I. Reed, MD, MBA  
*University of Iowa*
- 6:00 – 6:30 p.m.        **Cocktail Reception**
- 6:30 – 8:00 p.m.        **Dinner Keynote**  
**Quality Assessment & Performance Improvement (QAPI)**  
David J. Reich, MD  
*Drexel University College of Medicine*  
*Hahnemann University Hospital*
- 8:00 – 9:00 p.m.        **QAPI Group Exercises**

**Tuesday, September 24, 2013**

CME Credits: Up to 8.75 *AMA PRA Category 1 Credit(s)*<sup>TM</sup>

- 7:00 – 8:30 a.m.        **Breakfast**
- 8:30 – 10:00 a.m.      **Transplant Finance: Knowledge into Practice**  
Michael M. Abecassis, MD, MBA  
*Northwestern Memorial Hospital*
- 10:00 – 10:15 a.m.     Break
- 10:15 – 11:45 a.m.     **Transplant Finance: Knowledge into Practice (continued)**  
Michael M. Abecassis, MD, MBA  
*Northwestern Memorial Hospital*
- 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  
*Kellogg School of Management*
- 2:30 – 2:45 p.m.        Break
- 2:45 – 4:15 p.m.        **Leading a High Functioning Multi-Disciplinary Team (continued)**  
Leigh Thompson, PhD  
*Kellogg School of Management*
- 4:15 – 4:30 p.m.        Break
- 4:30 – 6:00 p.m.        **Developing, Implementing, and Monitoring Effective Transplant Center Policies**  
Linda Ohler, MSN, RN, CCTC, FAAN  
*Progress in Transplantation*  
*Marymount University*
- 6:00 – 6:30 p.m.        **Cocktail Reception**
- 6:30 – 8:30 p.m.        **Dinner Keynote – A Look Ahead: Transplantation Reimbursement in the Post  
ACA Era – A Payor’s Perspective**  
Richard J. Migliori, MD  
*Executive Vice President, Medical Affairs and Chief Medical Officer*  
*UnitedHealth Group*

**Wednesday, September 25, 2013**

CME Credits: Up to 5.5 *AMA PRA Category 1 Credit(s)*<sup>TM</sup>

- 7:00 – 8:30 a.m.        **Breakfast**
- 8:30 – 10:00 a.m.      **Creating and Developing Your Strategy**  
Leemore Dafny, PhD  
*Kellogg School of Management*
- 10:00 – 10:15 a.m.     Break
- 10:15 – 11:45 a.m.    **Creating and Developing Your Strategy (Continued)**  
Leemore Dafny, PhD  
*Kellogg School of Management*
- 11:45 a.m. – 1:00 p.m. **Lunch**
- 1:00 – 2:30 p.m.       **Strategic Contracting and Pricing in Transplant**  
William C. Chapman, MD  
*Washington University School of Medicine*
- 2:30 – 3:30 p.m.       **Regulatory Aspects of Transplant Management: UNOS, CMS & Payers**  
Kenneth A. Andreoni, MD  
*University of Florida*
- 3:30 – 4:00 p.m.       **Wrap Up and Evaluations**  
William C. Chapman, MD  
*Washington University School of Medicine*
- Russell Walker, PhD  
*Kellogg School of Management*