



# Northwestern

## 2022 Leadership Development Program

### Schedule at a Glance

#### Sunday

11:45am - 1:00pm	Lunch (Optional)	7:00 - 8:30am
2:00 - 2:30pm	Program Welcome	8:30 - 11:45am
2:30 - 3:30pm	The Regulatory State of Transplantation: What you Must Know as a Transplant	11:45am - 1:00pm
	Center Leader	1:00 - 4:15pm
3:45 - 6:00pm	The Business Aspects of Machine Perfusion & OPO/Transplant Center Financial Relationships	4:30 - 5:30pm
6:00 - 6:30pm	Networking Reception	5:20
6:30 -	Dinner and Keynote	5:30 - 6:15pm
8:30pm		6:15 -

#### Monday

Wednesday

7:00 - 8:30am	Breakfast
8:30 - 11:45am	Transplant Finance: Knowledge into Practice
11:45am - 1:00pm	Lunch
1:00 - 4:15pm	Leveraging Marketing Techniques for Better Outcomes
4:30 - 5:30pm	Managing Quality at Your Transplant Center: Know Your Data and Use Your Tools
5:30 - 6:15pm	Organ Call Structure Analysis and Considerations
6:15 - 9:00pm	Open Evening

#### Tuesday

luccuay		The difference of the second	
7:00 - 8:30am	Breakfast	7:00 - 8:30am	Breakfast
8:30 - 11:45am	Negotiating Productive Agreements: Improving Your Proficiency	8:30 - 11:45am	Leading a High Functioning Multi-Disciplinary Team
11:45am - 1:00pm	Lunch	11:45am - 1:00pm	Lunch
1:00 - 4:15pm	Creating and Developing Your Strategy	1:00 - 2:30pm	Talent Management
4:45 - 6:15pm	Innovating in Transplantation	2:30 - 3:00pm	Wrap Up and Evaluations
6:15 - 6:45pm	Networking Reception		
6:45 - 8:30pm	Dinner and Keynote		

Northwestern University Kellogg School of Management James L. Allen Center, Evanston, IL