



ACCELERATE YOUR LEADERSHIP

Learn

Lead

Succeed

4TH ANNUAL ASTS LEADERSHIP DEVELOPMENT PROGRAM

*The Premier Executive Management Course Designed Exclusively
for the Field of Transplantation*

September 22 - 25, 2013

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



NORTHWESTERN UNIVERSITY



**CME
Information**

Continuing Medical Education

Accreditation Statement

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)TM. 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. Disclosure 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.



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Program

Sunday, September 22, 2013

CME Credits: Up to 5.25 AMA PRA Category 1 Credit(s)TM

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)TM

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



Program

Monday, September 23, 2013 (Cont.)

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)TM

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

Tuesday, September 24, 2013 (Cont.)

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



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Wednesday, September 25, 2013

CME Credits: Up to 5.50 AMA PRA Category 1 Credit(s)TM

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

DINNER KEYNOTE SPEAKERS



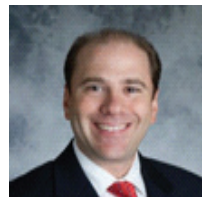
Thomas Hamilton is the Director, Survey and Certification Group within the U.S. Centers for Medicare & Medicaid Services (CMS). He directs the work of 7,000 surveyors at the state and federal levels who perform quality of care assessments for more than 200,000

providers that participate in the Medicare or Medicaid programs, or provide laboratory services under the Clinical Laboratory Improvement Amendments (CLIA).



Richard J. Migliori, MD is Executive Vice President of Medical Affairs and Chief Medical Officer of UnitedHealth Group. During his leadership at UnitedHealth Group, Dr. Migliori has spearheaded the design, organization and management of national health care delivery networks. Dr.

Migliori is also an ASTS member.



David J. Reich, MD is Professor and Chief of the Division of Multiorgan Transplantation and Hepatobiliary Surgery, and Vice Chairman of Surgery at the Drexel University College of Medicine and Hahnemann University Hospital. Dr. Reich is the chair of the ASTS Legislative Committee and

serves as an ASTS representative to the ACS's Surgical Quality Alliance and the AMA's Physician Consortium for Process Improvement.

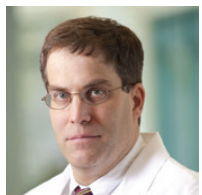


Faculty

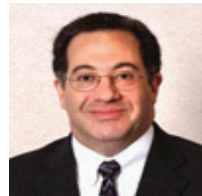
ASTS FACULTY



Michael M. Abecassis, MD, MBA is the Chief of the Division of Transplantation and Founding Director of the Northwestern University Comprehensive Transplant Center. Dr. Abecassis is a past president of the American Society of Transplant Surgeons.



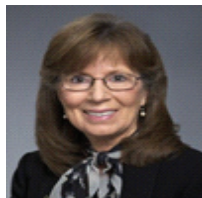
David A. Axelrod, MD, MBA is the Section Chief of solid organ transplantation at the Dartmouth Hitchcock Medical Center. Dr. Axelrod is the past chair of the National UNOS pancreas transplant committee, past chair of the Business Practice and LDP Planning committees for ASTS, and current chair of the ASTS ALDP Planning committee.



Kenneth A. Andreoni, MD is a pediatric and adult multi-organ abdominal transplant surgeon. He is the Surgical Director of Kidney and Pancreas Transplantation at University of Florida & Shands Hospital. Dr. Andreoni is the 2013-2014 President of UNOS.



William C. Chapman, MD is the Professor and Chief, Division of General Surgery and Section of Abdominal Transplantation, and Surgical Director of the Transplant Center at Washington University in St. Louis. Dr. Chapman is the chair of the ASTS Business Practice Services Committee.



Linda Ohler, MSN, RN, CCTC, FAAN is an experienced transplant coordinator, consultant, and speaker with a special interest in designing QAPI and other policy programs. Ms. Ohler is the Editor-in-Chief of NATCO's journal, *Progress in Transplantation*, and an adjunct professor at Marymount University.



Alan I. Reed, MD, MBA is the Director of the Division of Transplant and Hepatobiliary Surgery at the University of Iowa. Dr. Reed is a former chair of the ASTS Ethics Committee.



Dorry L. Segev, MD, PhD is an abdominal transplant surgeon at the Johns Hopkins School of Medicine. Dr. Segev serves on the SRTR Senior Staff in the area of Simulation Allocation Modeling and Kidney.

KELLOGG SCHOOL OF MANAGEMENT FACULTY



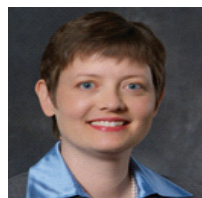
Leemore S. Dafny, PhD is an Associate Professor of Management and Strategy. She is an applied microeconomist whose research focuses on competition in healthcare markets and the impact of public interventions on healthcare costs and quality.



Keith Murnighan, PhD is the Harold H. Hines Jr. Professor of Risk Management and teaches regularly in executive programs in the U.S., Canada, the Middle East, Asia, and Europe. He has received numerous awards including the Top Faculty Member Award from the Kellogg-Hong Kong Executive MBA program and the 2006 Distinguished Educator Award from the Academy of Management, a Career Achievement award.



Leigh Thompson, PhD is the J. Jay Gerber Professor of Dispute Resolution & Organizations. She is the director of the Kellogg Team and Group Research Center and the Kellogg Leading High Impact Teams Executive program. Her research interests include negotiation, group behavior, decision-making, social cognition, and affective evaluations of events. Thompson has authored nine books.



Beverly Walther, MBA, PhD is a Professor of Accounting Information and Management and two-time recipient of the Sidney J. Levy Teaching Award. She has published articles in an array of accounting journals, currently serves as Editor of *The Accounting Review*, and routinely referees for the leading accounting journals. Walther is a Certified Public Accountant and a Certified Management Accountant.



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General Information

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.

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



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science is
personal.**

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Dan, patient

