



Hospital Grand Rounds

Stay up-to-date, learn about new developments, meet leaders in health innovation, and get to know your colleagues.

8:00 am-9:00 am, Children's National Auditorium, 2nd Floor Main

Wednesday, June 1, 2016

WATCH* Lecture

Negotiation in the Medical Profession

Presented by

Alexandra Mislin, PhD

Associate Professor, Department of Management
Kogod School of Business, American University



Health professionals negotiate every day, almost constantly, with patients, families, colleagues, and also outside third parties. Yet they receive almost no formal instruction in how to negotiate.

This presentation will provide an overview of recent negotiation research as well as the role of negotiation in medicine. It will address common barriers to negotiation and review basic bargaining techniques designed to help improve negotiation outcomes. The presentation will also introduce the concept of principled negotiation, an interest-based approach to negotiation designed to help bring parties together in a constructive way and shift the negotiation dynamic from win-lose to win-win.

Learning Objectives

Attendees of this session will be able to:

1. Identify the important role of negotiation for career development and every day interactions at work.
2. Recognize and avoid some common pitfalls leading to missed opportunities or suboptimal agreements.
3. Describe a basic framework for understanding and evaluating negotiation and conflict situations.

***WATCH = WomenFaculty@Children'sHospital**

Accreditation Information:

This activity has been planned and implemented in accordance with the Essential Areas and Policies of the Accreditation Council for Continuing Medical Education through the joint providership of INOVA and Children's National Medical Center. The INOVA Office of Continuing Medical Education is accredited by the MSV to provide continuing medical education for physicians.

The Inova Office of Continuing Medical Education designates this live activity for a maximum of 1 AMA PRA Category 1 Credit(s)™. Physicians should only claim credit commensurate with the extent of their participation in the activity. Physicians may claim up to 1 credit in Type 1 CME on the Virginia Board of Medicine Continued Competency and Assessment Form required for renewal of an active medical license in Virginia.

