
Volume 11 - Issue 5, 2011 - Association News

Management in Radiology: Book Now for January Winter Course!

Taking place this year in the winter ski resort of Schladming, Austria, from January 14 – 16 2012, the annual MIR winter course programme will be interactive and informative, and build a practical skill set over a three-day period. The aim of this course is that each delegate will leave with new insights and practical solutions they can implement immediately. Two trainers from "Inspire Change" will explore the following five key topics:

- Chairing national & international meetings;
- Advanced presentation skills;
- Negotiating;
- Dealing with difficult people, and
- Influencing.
-

Chairing National & International Meetings

Chairing a large national or international meeting may seem like a daunting task when you are first asked, but it is also a great challenge, which if met successfully can add to your management and leadership skills.

We have all been to meetings where the Chairman was not as skilled as they might have been, and we clearly understand from that experience what it is we don't like about large meetings – speakers running over time, a lack of leadership or direction from the Chairman when required and little information about what is meant to be happening next. This workshop is about getting you to think about what will be required of you in your role as a chairman. If you do it well, it will be a seamless operation, which passes uneventfully, but do it badly and you will certainly be remembered for all the wrong reasons. We will look at what you need to take into consideration before, during and after the meeting.

Advanced Presentation Skills

This workshop takes your presentation skills to the next level and builds on what you may have already been taught. The objective of this session is to provide delegates with the opportunity to improve their skills in presenting complex findings to large and small audiences at international meetings. In this workshop delegates cover :

- Making yourself understood;
- Interacting with a multi-lingual audience, and
- An opportunity to be recorded giving a short presentation.

Each delegate will have the time to practice a presentation of their choice with tuition and learn the key rules for presenting to an international audience, understanding how to make a real difference when they present to their peers.

Negotiating

Many of us think that we know how to negotiate, but we fall down on four main points:

- We consider what it is we want, but forget to think in detail about the other side;
- We don't ask enough questions;
- We fail to plan our strategies, and end up getting less, and giving away more, than we really should, and
- We get "thrown" when negotiators on the other side use tricky techniques.

In this workshop delegates cover :

- Planning for negotiation and how it pays you back every time;
- When to carry on and when to walk away;
- The power of adjournments;
- The benefits of a structured system, and
- How to avoid dropping your price.

The trainers from "Inspire Change" will teach you how to spot the professionally trained negotiator, the tricks they sometimes play and how to handle them and keep the negotiation fairly working for all parties.

Dealing with Difficult People

The objective of this session is to provide delegates with the skills they need to deal with colleagues or patients whose behaviour compromises effective working or care planning. The workshop provides practical skills for confronting challenging behaviour without creating conflict. Any physician who finds themselves challenged by the behaviour of others in the care setting will find this session beneficial. In this workshop

delegates cover :

- Recognising the reason for behaviour change;
- Discussing behaviour openly, and
- Encouraging reflection.
-

Influencing

The objective of this session is to provide delegates with the skills they need to put across their arguments and new ideas clearly and precisely, in a way that will gain support from colleagues in the hospital setting and patients during care planning. The session will include:

- Recognising the difference between negotiating and influencing;
- Being clear about your message;
- Getting buy in for your ideas, and
- Respecting others points of view.

Delegates who have to persuade colleagues and patients to accept treatment pathways, which might be challenged, will find this session beneficial and will learn how to deliver effective service development, by understanding resistance to new ideas and how to encourage colleagues and patients to embrace them.

This well-received leadership course has proven extremely beneficial to previous attendees and is predicted to attract high level leaders in healthcare.

Visit www.mir-online.org now to ensure you register in time.

Published on : Sun, 1 Apr 2012