



MEDLINE  
**INSTITUTE**

**Executive Education  
for Healthcare Leaders**

You are invited  
to attend our  
**LIVE, VIRTUAL 2021  
second half programs**

# About the Medline Institute

The Medline Institute is dedicated to transforming every aspect of the healthcare experience. Our mission is to help our customers cultivate transformational leadership within their organizations to improve their financial position in the face of mounting pressure.

We provide exclusive, immersive executive education programs for and with visionary healthcare leaders committed to empowering all areas of their organization to exceed the expectations and imaginations of those who count on them for care.

**The Medline Institute is designed for practical, real-life applications that can be immediately implemented. These live executive education programs are free of charge.**

Watch this brief video to **learn more**

# Introducing our **LIVE, VIRTUAL** **2021 second half programs**

Executive Education for Healthcare Leaders

Class sizes are limited to maintain the interactivity of these online programs. **Register today.**

**Healthcare Economics:  
Value Analyses for Decision-Making**

July 23  
October 15

**How to Transform Your Culture for Exceptional  
Experiences & Financial Performance**

September 14–15  
November 2–3

**Improve Organization and Team Member  
Communication to Improve Results**

September 29  
November 16

**Power Up Your Staff Engagement  
to Drive Retention and Financial Success**

October 5–6  
December 8–9

**The Johns Hopkins Patient Engagement Program**

Promoting Patient Engagement in Health Care:  
Key Skills and Implementation

September 24  
December 3

# Healthcare Economics: Value Analyses for Decision-Making



**Faculty Instructor: Bill Padula, PhD, MSc, MS**

**This one-day program covers three core sections:**

The economic principles behind how healthcare decisions are made industry-wide

How to apply these economic principles to make the best, most objective decisions

Expanded case study that brings the principles together and provides economic models and templates to help you make the best value analysis decisions for your organization.

## **Attendees will:**

Understand the scientific rationale and theoretical foundations behind Decision Analysis (DA) and Cost-effectiveness Analysis (CEA) and review the key inputs to each

Understand the cost impact of departing from practice-based guidelines

Receive a full overview of healthcare economics & how value is framed

Learn how to structure an economic evaluation and apply economic results in real-world patient care

Review analytical methods to approach cost-minimization, cost-consequence and cost-benefit

Learn to determine societal health costs, time costs, opportunity cost, resource costs

Evaluate quality improvement of patient care in economic terms

## **Who should attend**

**This is a highly-interactive, camera-on program that involves small group breakouts, practice and demonstration, and expert feedback. Attendees are asked to commit to being fully available from 8am to 3:30 pm Central Time to attend.**

C-suite

VPs, Administrators and influential Directors across the organization

Value Analysis Committee members

Clinical leaders

Quality leaders

Infection Control leaders

Materials Management leaders

**This program is offered free of charge and is relevant across the continuum of care**

**Sessions and Registration Links:**

**July 23, 8 a.m. to 3:30 p.m. CST**

**[Register here](#)**

**October 15, 8 a.m. to 3:30 p.m. CST**

**[Register here](#)**

# How to Transform Your Culture for Exceptional Experiences and Financial Performance



**Faculty Instructors: Kristin Baird MHA, BSN, RN and Angela Fielor MPA, CMQ/OE**

**This two-day program covers three core sections:**

How to envision and create the desired culture of the future while meeting all stakeholder needs

How to evaluate engagement levels across the organization and coach staff at each level for optimal outcomes

How to calculate the direct impact organizational culture and engagement levels are having on financials

## **Attendees will:**

Examine and evaluate the current culture from multiple stakeholder vantage points

Identify gaps between the current culture and the stated mission, vision and values

Envision and outline the desired culture of the future; establish non-negotiable elements

Develop a plan to move from the current organization to the desired culture, including priorities

Define levels of employee engagement based on observable behaviors and impact on others

Learn coaching methods to align team behaviors with organizational values and desired engagement

Learn how to increase accountability across the system

Calculate the direct financial impact culture and staff engagement levels are having on the organization

## **Who should attend**

**This is a highly-interactive, camera-on program that involves small group breakouts, practice and demonstration, and expert feedback. Attendees are asked to commit to being available from 8am-4pm Central Time both days to attend.**

C-suite

VPs, Administrators across the organization

Clinical leaders

Materials Management leaders

Change Management and Organizational Development leaders

Influential Directors

**This program is offered free of charge and is relevant across the continuum of care**

## **Sessions and Registration Links:**

September 14–15, 8 a.m. to 4 p.m. CST

[Register here](#)

November 2–3, 8 a.m. to 4 p.m. CST

[Register here](#)

# Improve Organization and Team Member Communication to Improve Results



**Faculty Instructor: Joe Leggio, MBA, BFA**

**This one-day program covers three core sections:**

How focusing teams on communication skills improves trust and performance and serves as the foundation upon which organizations can transform their culture, staff engagement and results

Communication exercises that, when done with teams and organizations, improve results

Real-world case studies that demonstrate how applying communications techniques to change and improvement initiatives dramatically improves Value Based Purchasing scores

## **Attendees will:**

Evaluate and discover their personal score across 60 communication categories and skillsets

Receive training on 15 different team-based communications exercises that build trust and influence

Practice a series of communication exercises to experience the insights and impact they create

Delve into case studies to be able to go back and apply communications exercises within their organizations to facilitate change and improvement across all value based purchasing indicators

Receive tools that empower them to easily integrate communications exercises into improvement initiatives

## **Who should attend**

**This is a highly-interactive, camera-on program that involves small group breakouts, practice and demonstration, and expert feedback. Attendees are asked to commit to being fully available from 8am to 4:30 pm Central Time to attend.**

VPs, Administrators and influential Directors across the organization

Clinical leaders and teams

Materials Management leaders

Change Management and Organizational Development leaders

Anyone driving a change or improvement initiative will benefit significantly

**This program is offered free of charge and is relevant across the continuum of care**

**Sessions and Registration Links:**

**September 29, 8 a.m. to 4:30 p.m. CST [Register here](#)**

**November 16, 8 a.m. to 4:30 p.m. CST [Register here](#)**

# Power-Up Your Staff Engagement to Drive Retention and Financial Success



**Faculty Instructors: Kristin Baird MHA, BSN, RN and Angela Fielor MPA, CMQ/OE**

**This two-day program covers three core sections:**

Deep-dive into analyzing engagement levels across the organization and evaluating financial impact

Creating plans that address all underlying causes of disengagement

Learning and practicing expert strategies for coaching staff at each level of engagement to optimize retention



## **Attendees will:**

Examine and evaluate behaviors, and their impact, that underlie all four levels of engagement

Grade their organization on the 'stickiness' scale and determine best next steps accordingly

Analyze all underlying causes of disengagement and team members' ability to control these factors

Develop an Engagement Action Plan that addresses needs of all stakeholders and staff

Learn expert strategies for coaching staff at each level of engagement; practice coaching each level

Learn how to create individual coaching plans for all team members

Evaluate organizational processes for hiring-for-fit, coaching, performance reviews and recognition

Calculate the direct financial impact staff engagement levels are having organization-wide

## **Who should attend**

**This is a highly-interactive, camera-on program that involves small group breakouts, practice and demonstration, and expert feedback. Attendees are asked to commit to being available from 8am-4pm Central Time both days to attend.**

VPs, Administrators across the organization  
Directors across the organization  
Clinical leaders

Materials Management leaders  
Director and above who are team leaders, particularly those struggling with retention challenges

**This program is offered free of charge and is relevant across the continuum of care**

## **Sessions and Registration Links:**

October 5–6, 8 a.m. to 4:30 p.m. CST

[Register here](#)

December 8–9, 8 a.m. to 4:30 p.m. CST

[Register here](#)

# Johns Hopkins Patient Engagement Program

**Faculty Instructors: Stephen T. Wegener, PhD, ABPP-RP and Nicole Schechter, PsyD, ABPP-RP from Johns Hopkins Medicine**



## **This one-day program covers three core sections:**

Comprehensive, evidence-based approach that very purposefully develops informed, engaged patients

Strategic tools that transform patient interactions and may lead to better care and patient outcomes

The neurophysiology behind patient attitudes and readiness, and how to leverage this knowledge for optimal engagement

## **Attendees will:**

Learn a comprehensive, evidence-based approach for improving communication and relationship-building skills of healthcare professionals across the spectrum of care

Develop skills that positively impact patient behaviors and increase patient engagement with an eye towards improving care, outcomes, and patient experiences

Learn how and when to apply different communication styles to patient interactions for optimal engagement

Become aware of communication traps that reduce patient engagement and may negatively impact outcomes

Understand the neurophysiology behind positive, active patient engagement and how to leverage it

Learn how to integrate strategic patient engagement tools into all patient interactions

## **Who should attend**

**This is a highly-interactive, camera-on program that involves small group breakouts, practice and demonstration, and expert feedback. Attendees are asked to commit to being fully available from 8am to 4:30 pm Central Time to attend.**

Clinical leaders and teams across all disciplines  
Quality leaders and teams  
Patient Experience teams

Care Management teams  
All patient-facing and family-facing staff will benefit significantly

**This program is offered free of charge and is relevant across the continuum of care**

## **Sessions and Registration Links:**

September 24, 8 a.m. to 4:30 p.m. CST [Register](#)

December 3, 8 a.m. to 4:30 p.m. CST [Register here](#)

# Testimonials

"This program was incredibly informative. Having a health economics expert like Dr. Padula was a treat. He's a rare combination of scientific and economics expert, with a healthy understanding of clinical care."

**Director, Clinical Resource Management**

"Anyone in a management role will benefit from the practical tools and skills you will hone in this course."

**CEO**

"Medline has assembled engaging faculty with great course content to challenge and inspire."

**Chief Operating Officer**

"Case studies were really great. Receiving actual materials we can use for employee engagement activities is invaluable."

**VP Supply Chain**

"I found this training to be well above expectations and highly recommend it to all C-suite executives. The financial impact exercise was astonishing."

**Chief Clinical Officer**

"Superb program that can be implemented today. I left with everything that I needed. Kudos to all!"

**System Director Patient Safety**

Register and learn more  
[medline.com/institute](https://medline.com/institute)



**We make  
healthcare  
run better™**

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