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2008-2009
American College of Physician Executives
On-Site Offerings

The Approach:

These are suggested titles and descriptions based on recent programs I have completed for senior executives in the medical, pharmaceutical, and organizational arena. These are meant as examples only. More detailed and customized outlines will be available after a short interview with the team in charge of the program.

All pre-work is done with individual phone interviews of all attendees. These short confidential phone interviews set the stage to determine who and what needs to be addressed at the meeting; provides a platform for faster education and change at the site; and serves as a dynamic model for the attendees themselves.

CREATIVE PROBLEM SOLVING...AND POSSIBILITY THINKING:

Designed For:

When Creativity And Innovation Are Required During Tough Times

Title:

Solve This! Breakthrough Thinking for Physician Executives

Description:

This highly interactive day (or two day option) will focus on the hard and soft skills of leadership and management in three areas of creativity: innovation, problem solving, and process management. Participants will use their own work scenarios and current developing issues as well as known (and some little known) creative examples from other business leaders. Come prepared to expand your thinking and learn how to expand the mindset of those on your team as well as those you report to. Special attention will focus on how to achieve more buy-in at meetings; how to gain more ideas; and how to develop a standard of excellence throughout your organization. A special module on creativity in assessing your own legacy is also included. If you need things to change, if you need to influence with more finesse, if you need to stop (or start) a speeding train at work...this day is for you.

Key elements

- How does a medical leader foster creativity and innovation with a primarily scientific team of independent thinkers?
- What is the “science” behind innovative thinking?
- How to turn around mistakes, errors, and failure to your advantage.
- A time to assess your skills in working creatively with others as well as strategies to use creativity as an individual in leadership, problem solving, and management of the processes of work.
- How can a physician executive produce results that both work the bottom line and are creative at the same time.
- The relationship of creativity in thinking about one’s own career and the reality of life management.
- How not to be the micromanager that you might be seen as.

Participant outcomes:

At the completion of this course participants will:

- Have a reliable strategy for innovation and creativity at their work and in their life that allows reasonable risk taking and bottom line results.
- Be skilled in using a solution focused approach to persistent challenges.
- Understand the importance of kinds of questions in focusing a team.
- Learn how to anticipate roadblocks, objections, and conflict with others who are on your team and those that may be in front of your team’s most innovative efforts.
- Learn how to avoid an “incrementalist” mentality and other blocks that stifle growth.
- Understand where, when, and how to use strength based approach to creativity on your team.
- How to consider the real meaning of value, product-of-the-product, and connection thinking in daily interactions.
- Be able to assess their own career choices thus far and consider where to go from the present moment.

The Presenter:

Kevin E. O’Connor, CSP is a corporate consultant, professional speaker, and author specializing in professionals who lead teams composed of their former peers. He holds three Masters degrees, is the author of five books, and is a faculty member of Chicago’s Loyola University and Columbia College, Chicago’s performing arts school. Kevin has been awarded the CSP, Certified Speaking Professional, the highest earned designation,

which is awarded to less than 570 persons in the world for speaking and presenting excellence.

His latest book in 2007 (co-authored with Cyndi Maxey, CSP) is *Present Like A Pro: A Field Guide to Mastering the Art of Business, Professional, and Public Speaking (St. Martin's Press)*. This book is being followed in November, 2008 by *Speak Up: A Woman's Guide to Presenting Like A Pro* specifically geared to effective presentation techniques for young female executives aspiring to higher levels of leadership and influence. He is currently writing a book on dotted-line influence within organizations—those colleagues and departments who don't have to listen or agree but who are nonetheless vital to our work...and how to make traction and action happen in organizations with those people.

Kevin has taught every grade level from third through graduate school, Fortune 500 executives, entrepreneurs and hundreds of senior executives each year, especially physician executives, scientists, and healthcare executives. Kevin has educated over 230 scientific and medical professionals in presentation skills in the past four years. Kevin's specialty is communication under pressure--being clear and being who you are as leader, presenter, and executive.