

The Shifting Sources of Power and Influence

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- ◆ How Competition is Challenging the Traditional Leadership Relationships Between Physician and Organizations and Among Physicians
- ◆ The Imminent Competition - Organization vs Medical Staff; Physician vs Physician
- ◆ Causes of Organizational Conflicts and Leadership Challenges
- ◆ Values as a Source of Conflict
- ◆ The Fragmentation of Values and the Dissolution of Power
- ◆ Values as the Motive of Behavior and Source of Influence
- ◆ How to Influence a Situation, Rather than be Influenced by It
- ◆ Influencing the Behavior of Professionals
- ◆ Clarifying and Realigning Organizational vs Individual Objectives