

Negotiation Strategies for Canadian Radiologists

Leadership in Radiology

A course addressing current challenges in Canadian radiology departments.

LEARN HOW TO NEGOTIATE EFFECTIVELY WITH:

✓ Provincial governments

✓ University administrators

✓ Clinician groups, hospital executives

✓ Radiology partners

Negotiate to improve your practice

A nationwide survey shows that Canadian radiologists want leadership and business skills to improve their practices. That's why the Canadian Association of Radiologists (CAR), Canadian Radiological Foundation (CRF), and UBC Sauder School of Business partnered to offer a series of courses on relevant topics. **Leadership in Radiology - Negotiation Strategies for Canadian Radiologists** is the second in this popular series.

This course will optimize your ability to effectively:

- Influence budget presentations to ensure medical imaging is a top priority
- Negotiate purchasing decisions to upgrade outdated machines and instruments
- Address differences in interests and opinions with other specialties, and
- Reconcile group/practice work schedules to address wait lists

Course overview

In addition to lectures, this course features an extended focus on interactive and small group-learning activities. Participants will have the opportunity to discuss problems, concepts and solutions with expert faculty. Case studies of typical Canadian radiology practices will challenge the course participants to put their learning into practice.

Dr. Frank Lexa, MD MBA
Guest Lecturer

"Superb speaker! Excellent!"
-2017 attendee



- Professor: Wharton School of Business
- Practicing neuroradiologist
- Expertise in Canadian healthcare challenges

April 24 - 25, 2018

Le Centre Sheraton Montreal
(Immediately preceding the CAR 2018 Annual Scientific Meeting)



Register for CAR 2018 Annual Scientific Meeting at the same time!

Register at www.car.ca

CAR Members: \$1,300
Residents: \$400
Non-Member: \$1,895



Canadian Association of Radiologists
L'Association canadienne des radiologistes



Canadian Radiological Foundation
Research and Education
In Our Own Hands



Fondation radiologique canadienne
La recherche et l'éducation
entre nos mains

