**Communication and Mastery**

Sharing your vision and results with peers and leaders both within OSUWMC and your national societies is essential to expanding influence and consistently delivering more value and benefit to your patients, trainees, and students.

- **A. Professional Ethics** – understand values and ethics as a foundation for advocacy and quality improvement
- **B. Influence and networking** – Establish and maintain a network of colleagues to expand scope of professional influence
- **C. Persuasion and negotiation** – Possess executive presence, persuade and negotiate to ensure programmatic success

Key Readings:

1. *Ask For It: How Women Can Use the Power of Negotiation to Get What They Really Want*, Linda Babcock and Sara Laschever
5. *Getting To Yes: Negotiating Agreement Without Giving In*, Roger Fisher and William Ury
7. *No Cape Needed: The Simplest, Smartest, Fastest Steps to Improve How You Communicate By Leaps and Bounds*, David Grossman
8. *Now, Discover Your Strengths*, Marcus Buckingham and Donald O. Clifton
11. *Start with Why: How Great Leaders Inspire Everyone to Take Action*, Simon Sinek

Online Learning:

1. The Art of Influencing Others, Online Course, BuckeyeLearn: [https://ohiostate.csod.com/LMS/LoDetails/DetailsLo.aspx?loid=21758832-a980-4ad1-83bd-931d18ba2557#t=1](https://ohiostate.csod.com/LMS/LoDetails/DetailsLo.aspx?loid=21758832-a980-4ad1-83bd-931d18ba2557#t=1)
2. Social Awareness Strategies for Personal and Professional Success, Leadership Academy Express recording:
3. Relationship Management, Leadership Academy Express recording: https://mediasite.osu.edu/Mediasite/Play/791e490473f846e0ae52351b9ee743f71d?catalog=788aa9de-368c-4281-a565-454354a1738b

4. It’s the Way You Say It, Communication Basics, OSU Employee Assistance Program recording: https://carmenconnect.osu.edu/p6ylzfy8pga/?launcher=false&fcsContent=true&pbMode=normal


6. Difficult Conversations, Leadership Academy Express recording: https://mediasite.osu.edu/Mediasite/Play/ca7023131d014d60af95559fe75efca51d?catalog=788aa9de-368c-4281-a565-454354a1738b

7. Social Media – Making Hashtags and Handles Work For You https://mediasite.osu.edu/Mediasite/Play/bc68169b5a374f379d1aebe8d93603df1d?catalog=47a07e66-6633-4e49-8863-504fd2967643