FAME session for *Persuasion & Negotiation* Competency

**2018-19 Calendar**

To register for any of the FAME programs, go to buckeyelearn.osu.edu

**Negotiation – Achieve Better Outcomes**

Wednesday, November 28, 2018, 7:30-11:30am  
L045 James Cancer Hospital  
Primary Audience: All Faculty  
CME: This event is certified for 2 *AMA PRA Category 1 Credits*  
Aligns to FAME Competencies: Persuasion & Negotiation; Relationship Management; Outcomes

Negotiation is not just a business skill—it is a life skill. We negotiate all the time—on the job with colleagues, bosses and subordinates, and off the job with family and community members—just to name a few. This seminar, led by negotiation expert Roy Lewicki, Irving Abramowitz Memorial Professor Emeritus, Fisher College of Business, focuses on the basic principles of effective negotiation. Emphasis is placed on the two dominant approaches negotiation—loosely labeled ‘win-lose’ and ‘win-win’—and the strategy and tactics associated with each of approaches. Breakfast provided. Register by November 20.

**PCORnet**

Thursday, December 6, 2018, 4:30-5:30pm  
1213 Ross Heart Hospital Auditorium  
Primary Audience: Clinical Faculty  
CME: This event is certified for 1 *AMA PRA Category 1 Credit*  
Aligns to FAME Competencies: Institutional Foundations; Outcomes; Persuasion & Negotiation

Learn how to leverage the national healthcare database, PCORnet, for clinical research with experts from the Department of Biomedical Informatics including Soledad Fernandez, PhD and Neena Thomas. They will discuss what type of data is available and how it is accessed. Register by December 4.

**Creating a Dossier with Vita**

Thursday, January 17, 2019, 4-5:30pm  
B050 James Cancer Hospital  
Primary Audience: All Faculty  
Aligns to FAME Competencies: Outcomes; Persuasion & Negotiation; Impact
This session features department of surgery faculty coordinator Suzanne Knott, who demonstrates how to most efficiently use Vita by implementing time-saving workarounds in the creation of a promotion dossier. Register by January 15.

**Selling Your Science Effectively**  
Tuesday, February 26, 2019, 9-10 am  
L045 James Cancer Hospital  
Primary Audience: All Research Faculty  
Aligns to FAME Competencies: Influence & Networking; Persuasion & Negotiation; Impact  

No matter how good science is, effective communication is critical to getting grants and publishing in high-quality journals. Expert panelists share communication and influencing techniques that have proved successful in their careers. Register by February 22.

**Persuasion**  
Wednesday, March 20, 2019, 8-10 am  
H1213 Ross Heart Hospital Auditorium  
Primary Audience: All Faculty  
CME: This event is certified for 2 AMA PRA Category 1 Credits  
Aligns to FAME Competencies: Influence & Networking; Persuasion & Negotiation; Culture Awareness; Relationship Management; Impact  

No matter how good your ideas or your technical skills are, a single resister can stop you in your tracks as you try to get your solution accepted and implemented. This session, facilitated by OSU power and persuasion expert Tanya Menon, PhD, Associate Professor of Business, will help you become a more powerful persuader at work using psychologically validated principles of influence, and also will address the unique challenges women face in this regard: hosted by WIMS. Breakfast Provided. Register by March 15.

**Creating Your Dossier with Vita**  
Tuesday, April 30, 2019, 7-8:30 am  
B050 James Cancer Hospital  
Primary Audience: All Faculty  
Aligns to FAME Competencies: Outcomes; Persuasion & Negotiation; Impact  

This is a repeat session featuring department of surgery faculty coordinator Suzanne Knott, who demonstrates how to most efficiently use Vita by implementing time-saving workarounds in the creation of a promotion dossier. Breakfast provided. Register by April 26.

Register at [buckeyelearn.osu.edu](http://buckeyelearn.osu.edu)