

# 2022 Avera vLEAD Leadership Series: Sales and Networking Skills for Non-Sales Employees

Enduring Material

\*\* An e-learning course available on the Avera portal \*\*

## **Program Goal**

This recorded session shared insights on how leaders can be more effective in their communication and make better connections with fellow leaders and the teams they work with.

## **Objectives**

- 1 Discuss how to develop their personal network, and the importance of networking.
- 2 Discuss how to maximize their influence with peers and leaders.
- 3 Discuss how to improve meeting efficiencies through planning and preparation.
- 4 Discuss how to use sales tactics and processes to move ideas forward within the organization.
- 5 Discuss how successful teams and high quality leadership lead to an improved health care delivery system.

## **Outcome**

80% of learners will self-report an increase in knowledge of the tools utilized in order to effectively lead their teams by the end of the activity.

## **Target Audience**

**Professions** – Physician, Nursing Facility Administrator, Social Worker, Administration, Executive Leader, Director, Manager, Vice President, CEO, Dietary Manager (CBDMM)

**Specialties** – Leadership, Administration, Health Administration

## **Completion Requirements**

- View the video
- Complete the post-test
- Complete the evaluation

## **Accreditation & Credit Designation**

### **Physicians**

Avera is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education for physicians. Avera designates this educational activity for a maximum of **1.00 AMA PRA Category 1 Credits(s)**<sup>™</sup>. Physicians should claim only the credit commensurate with the extent of their participation in the activity.

### **Nurses (NCPD)**

Avera is accredited as a provider of nursing continuing professional development by the American Nurses Credentialing Center's Commission on Accreditation. A total of **1.00** contact hours can be received upon completion of this education activity. Attendance at the entire educational activity is required to receive contact hours.

## Social Workers

Avera Health Provider #1029 is an approved provider of continuing education by the South Dakota Board of Social Work Examiners. Social Workers will receive **1.00** continuing education clock hours for participating in this course.

## Nursing Facility Administrators

Avera is an approved provider of continuing education for South Dakota through the South Dakota Board of Nursing Facility Administrators. This educational activity is approved for **1.00** hours for nursing facility administrators.

## Additional Information

Feedback person for this educational activity is: [robyn.ewalt@avera.org](mailto:robyn.ewalt@avera.org)

Enduring material available from 9/1/2022 to 12/31/2022

This course content was reviewed on 08/03/2022

## Disclosure Policy

Due to the regulations required for CE credits all conflict of interest that persons in a position to control or influence the education must be fully disclosed to participants. In observance of this requirement we are providing the following disclosure information: all relevant financial relationships disclosed below have been mitigated.

Name of individual	Individual's role in activity	Name of Ineligible Company(s) / Nature of Relationship(s)
TANYA DIETRICH, BA RT(R)(M)	Committee Planning Member	Non-Clinical Exception
Faith Minnich Kjesbo, MA	Committee Planning Member	Non-Clinical Exception
Tracy Olson, MS, SPHR, SHRM-SCP	Committee Planning Member	Non-Clinical Exception
Vonda Reed, A.S. Accounting, Education Consultant	Committee Planning Member	Non-Clinical Exception
Debbie Kooiker, BA	Content Expert - Committee Member	Non-Clinical Exception
Ryan Donovan, Business Development	Faculty	Non-Clinical Exception
ROBYN EWALT, BA	Lead Planner	Non-Clinical Exception
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