



Professional Insights Through Critical Appraisal and Reflection & Negotiating and Influencing

3cpd (am) & 3cpd (pm) external CPD points

Introduction

Professional Insights (am) 9:30am – 12:30: This half day workshop is aimed at Clinicians and helps them understand and recognise how reflection can support their practice.

Negotiating & Influencing (pm) 1:30pm – 4:30pm: This workshop is designed to explore all the key aspects of effective influencing and negotiation. It also includes a number of practical exercises that demonstrate how delegates can put theory into practice. The complexity of today's NHS means that doctors need to be more influential in their approach and must be able to negotiate effectively and professionally.

Course structure

- 2 x ½ day workshops (am) 9:30-12:30 (pm) 1:30pm – 4:30pm
- Date: Friday 13th September 2019
- Venue: Learning & Wellbeing Centre, Fieldhead Hospital, Ouchthorpe Lane, Wakefield WF1 3SP

Workshop objectives

(am) Professional insights:

- Understand the principles of reflection and why this is an important part of your development, recognising how reflection supports your role as a clinician
- Demonstrate what is meant by reflective practice as a medical practitioner in the context of clinical practice
- Utilise tools to enhance your own reflective practice

(pm) Negotiating & Influencing:

- Define and understand the key principles of negotiation
- Recognise what makes good negotiators successful
- Explore different negotiation styles
- Understand how the negotiation process works
- Practise negotiation skills