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# Sage on the Stage

**Christopher J Cooper, MD**  
**Distinguished University Professor**  
**Dean, COMLS 2014-2024**

# Negotiation: a two- or more party interaction



Collaborative vs. Competitive, “win-win” vs. “win-lose”



Seek agreement on facts.



Does the issue/item align with critical needs or strategic directions?



Honesty. Commit to delivering on promises.



What can you contribute?

# Changes in Medical Education

Pass / Fail for STEP 1 has been a failure

Too much of medical education has become observing instead of doing (and does not engage the learner)

The advent of outside resources has significant advantages and challenges for both learners and faculty

# Strategic Plan(s)

My experience is most university-based strategic plans are an amalgam of wishful thinking that is not strategic, and is not planning

In the COMLS our goals are clear: education, research and patient care

If you really want to be successful, focus narrowly and have clear, measurable outcomes

There is tension between strategic thinking (what is important in the longer-term) and what requires immediate attention

# Anticipated Changes in Clinical Practice



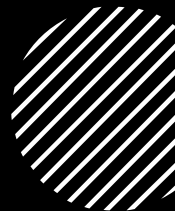
All physicians should integrate genetics into their practices



There will be tension in AI-driven algorithms and patient care, some of it derived from the quality of the information being used (accurate history and physical exam as an example)...and the search process is under someone else's control and can be manipulated



# “Success”



Hard work > intelligence



Lack of direction leads to running in circles or being stuck on a treadmill



Be clear with your boss where you are headed and negotiate a path that realistically may get you there



Whatever you do, commit to be the best at it



Make it easy for people to see you in your next job