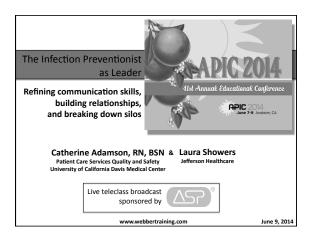
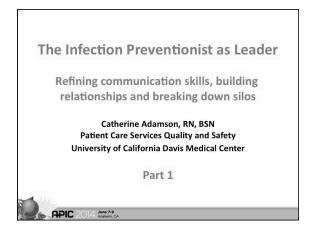
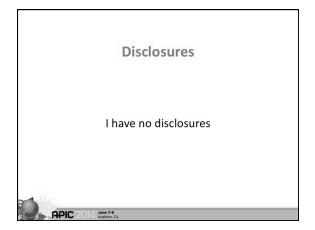
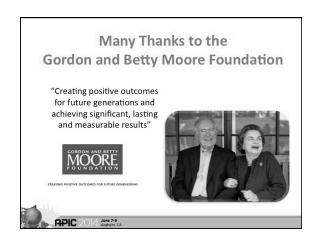
### The Infection Preventionist as Leader Catherine Adamson and Laura Showers

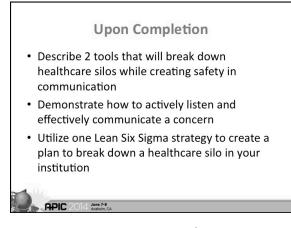
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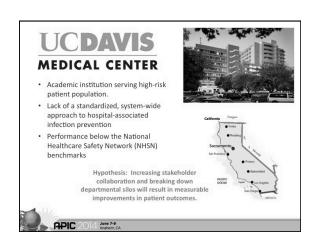


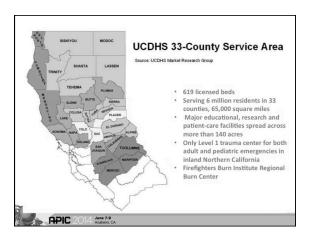






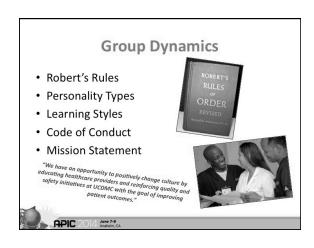




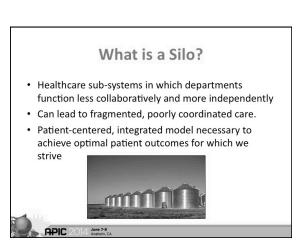


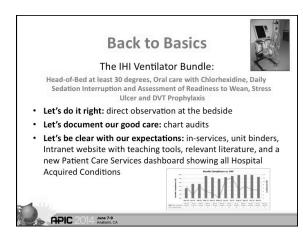


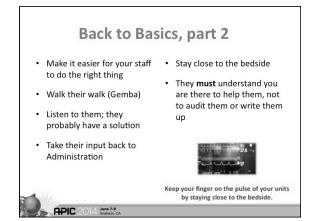


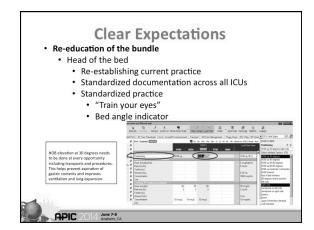


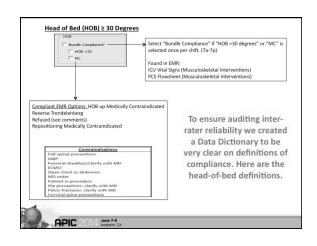


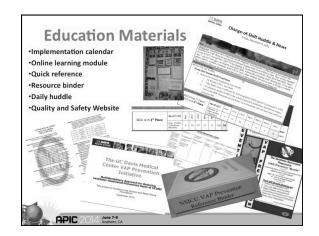


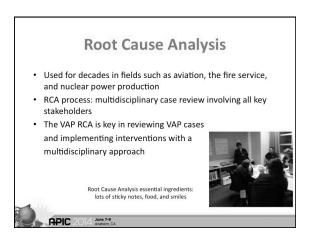


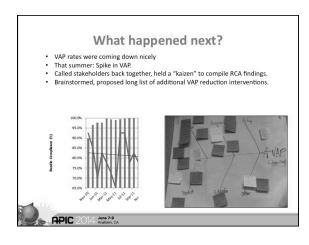


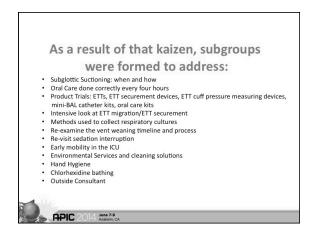


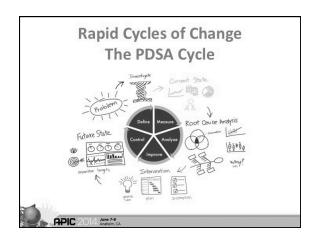


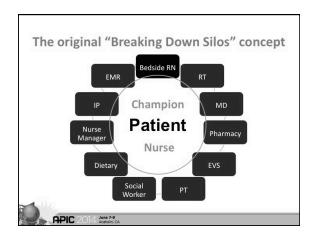


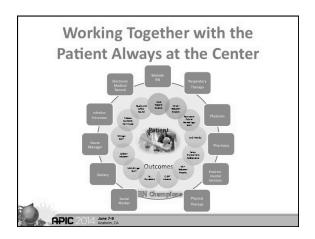






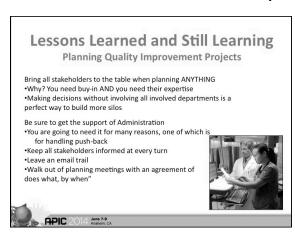








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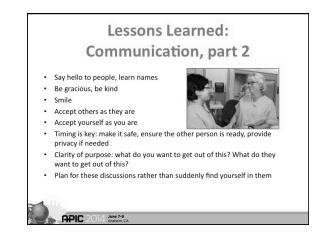
# Let's Talk About Push-Back Must differentiate between push-back and feedback Make it safe for staff to come to you Look for the positive Understand silent resistors and violent resistors Watch for work-arounds Keep your eyes and ears open If you experience push-back or work-arounds, ask the "five why's" Find common ground: keep patient in the center

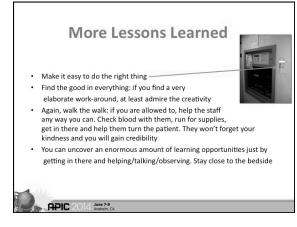
Keep the patient in the cen

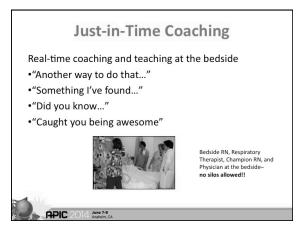


Do NOT take it personally. This isn't about you

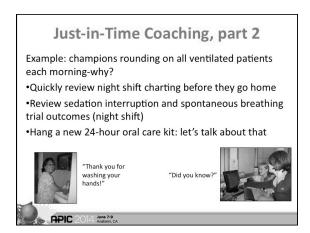




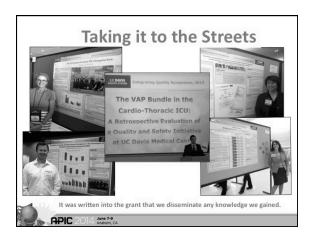


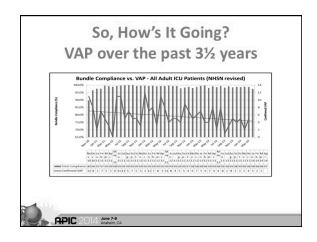


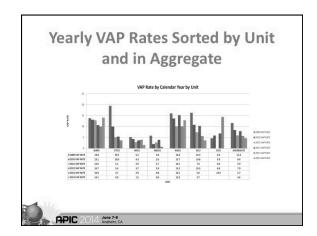
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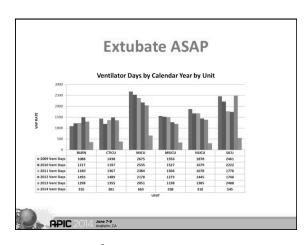




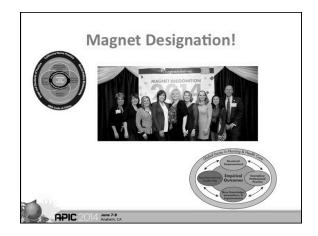






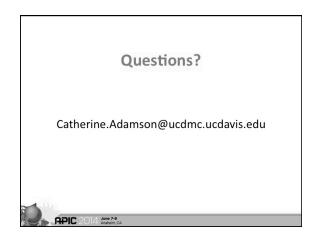


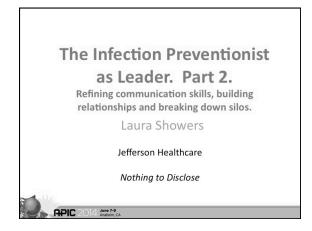
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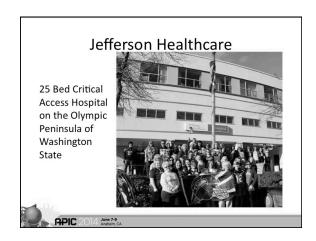




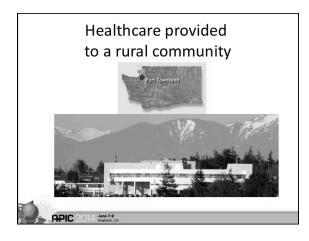








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#### Why is it so hard?

- We each have our own perspective
- We come from different backgrounds
- We have different goals and aspirations
- We don't spend enough time learning about each other
- We are in a hurry



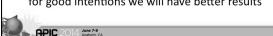
### Do people say "oh no" when they see you coming?

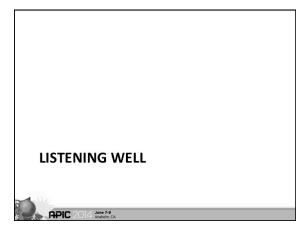
- Infection "control" can be seen by some as the "police"
- We often add complexity to their work
- We tell them they have to do more or do things differently
- The things we are concerned about are usually invisible to the naked eye...



### **Perspectives**

- Organizational leadership is responsible to assure safety for patients and staff
- Deep down almost everyone wants to do the right thing
- Healthcare jobs are complex and time consuming
- When we can frame things positively and look for good intentions we will have better results





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### The art of listening

- Do you find yourself formulating your response as someone talks to you?
- Do you enter the conversation with your mind already made up?
- Do you feel like you know how it would or should be done best?
- Do you find yourself leaving conversations dissatisfied?



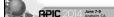
#### Take time to listen

- In the long run it will pay off
- When people are listened to they feel respected and will be more engaged
- You will find them wanting to be your partner
- You will get a reputation for being collaborative



#### **Effective listening**

- Listen calmly, don't plan your response—focus on the person who is talking
- Don't defend yourself, argue or complain
- Remind yourself not to take what is being said personally
- Keep the "big picture" in mind, remember your goal



### If you can plan the conversation

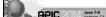
- Don't engage in a difficult conversation (if you don't have to) if you aren't prepared
- Do you have the energy to listen openly and manage your reactions?
- Can you remember not to "own" the problem?



#### Ask questions

- Be truly curious, be interested in what they have to say
- Ask clarifying questions of the speaker
- Have open body language
- Be humble and ready to hear their perspective





#### **Empathize**

- Try to walk in their shoes, understand their barriers
- Make empathetic statements without being condescending
  - It is possible to empathize without losing yourself, stay present
- Keep the end in mind, remember they want the best for themselves and/or others



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#### Recap

- Repeat back what you heard at short (but not annoying) intervals
- Check out what you heard for accuracy and completeness
- Don't be afraid to interpret what you heard, then give them the opportunity to correct you





### To stay connected in the conversation

- Don't over-analyze, criticize or judge
- Don't assign blame for thoughts or feelings
- Don't demand (threaten, bribe)
- Don't try to determine if something needs punishment or reward
- Do respect others and yourself
- Do take responsibility for your own actions
- Do request what you want or need
- Do remember that we need each other to succeed



### Let's practice

- Remember that the person you are listening to is a separate person with their own feelings, thoughts, personality and background
- · All you need to do is listen openly
- It's hard to believe but you don't have to look for solutions while listening
- Just be present



**SPEAKING EFFECTIVELY** 

APIC 2014 June 7-9

### Tell your story effectively

- You are not the only one formulating your response or rebuttal as you listen
- The person you are talking to may not have studied effective communication
- You can count on the listener feeling busy and distracted
- · Look for common ground, be patient

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### Initiating the conversation

- · Do your best to pick a good time
- It is best to make an appointment
- Start with small talk or ice breaking conversation
  - Ask them about themselves or bring up a light topic before launching into the difficult conversation



#### Stay focused

- · It is best to just stick to one issue
- Be clear about your concern(s) before you start, notes for reference may be helpful
- · Understand your motivation
- If it is personal for you be aware of that
- Contemplate and reveal your vulnerability (this doesn't have to be deep feelings)



### Express your thoughts and feelings

- Infection prevention is important and can be a passion for many of us
- If you feel strongly it is ok to tell that story
- Understand your motivations, your passion about patient or staff safety is probably compelling
- Remember your feelings are your own, they aren't universal, don't assume



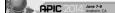
### Don't assign blame or fault

- It may help to tell a story of patient harm
- Blaming others keeps us from learning the truth
- To be heard you will need to keep it objective
- As soon as fault becomes assigned you will likely lose your listener
- Find something positive to include in your story



#### Be open

- If you have listened well and spoken well you will likely learn something
- What you learn may be about the other or about you, it may be about an outside party
- Try to be open to discovering the truth about yourself or the situation
- It is most commonly not exactly how you imagined it

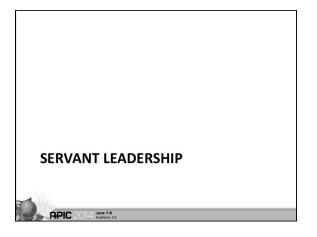


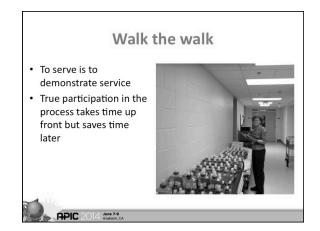
### Let's practice

- · Trade roles, now you be the speaker
- Express your thought or idea simply and without reservation
- Try to keep it objective but if it becomes personal for you acknowledge that too
- Give your partner time to check in and clarify
- Be open to what you learn about yourself as you talk



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#### Help start the process

- Help develop an aim or goal for the work needing to be done
- Help to set a plan with steps and tasks
- Take on some (not all) tasks
- Provide background and data
- Gently encourage a PDSA process to help drive success in process and outcomes





### **Nurse champions at UC Davis**

- The nurse champion process led to mutually agreed-upon goals
- Specialized local leaders worked with departments to implement change and help do the work
- Relationship building and collaboration got effective results



# Provide help and resources Work on gaining a reputation as a helper Be present in the areas you are trying to improve Make time for them Seek to understand them

TODAY

- Seek to understand themRespond to requests
- nespond to reque
  - promptly
  - eagerly



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### Creating and sustaining safety

- Patient safety and quality improvement work can be highly charged
- We all have perceptions of ourselves as professionals or workers that influence our responses to others
- Without true collaboration we will get stuck
- If the IP is seen as only the "enforcer" results will not be as good or as sustainable



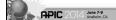
### Communication is key

- Learn to tell your story effectively
- Know your own biases
- · Learn to listen
- Learn to be persuasive but not abrasive
- Learn to stay focused on the need or process, don't let it get personal
- Learn to be aware of how others are taking your message



#### Resources

- Crucial Conversations. Tools for talking when stakes are high. Patterson, K.; Grenny, J.; McMillan, R. & Switzler, A. 2002; New York, NY: McGraw-Hill
- Appreciative Inquiry. A positive revolution in change. Cooper, D.L. & Whitney, D. 2005: San Francisco, CA: Berrett-Koehler



#### Resources cont.

- Leadership in Healthcare. Values at the top. Dye, C.F. 2000; Chicago, IL: Health Administration Press
- Quantum Leadership. A textbook of new leadership. Porter-O'Grady, T. & Malloch, K. 2003; Sudbury, MA: Jones & Bartlett
- Non-violent Communication. A language of life 2<sup>nd</sup> Ed. Rosenberg, M. 2003; Encinitas, CA: PuddleDancer Press



