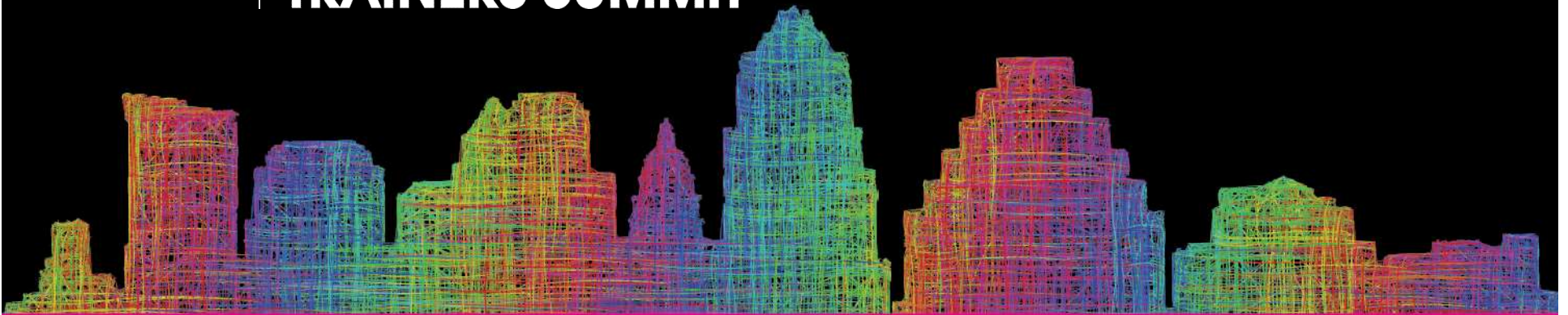




5TH ANNUAL
**MEDICAL DEVICE & DIAGNOSTIC
TRAINERS SUMMIT**



THE FORUM

For Medical Device and Diagnostic Training Professionals

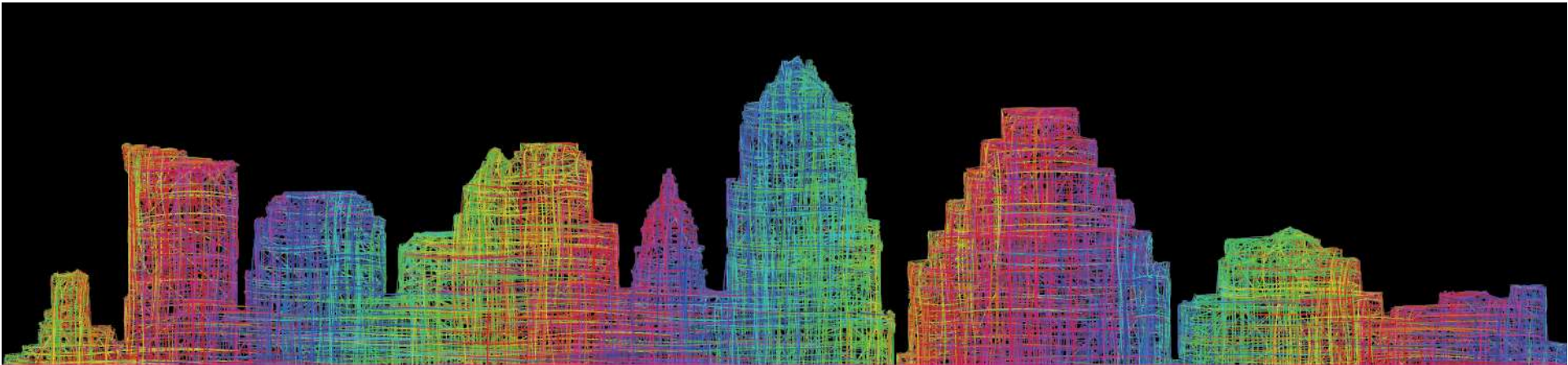
WELCOME

AND THANKS FOR ATTENDING



 [#MDDSummit](https://twitter.com/MDDSummit)





Chad Rains, RN, BSN, MBA-HCM

Sr. Director Professional Education



Agenda – *Accountability in Training*

- ★ Why Trainee Accountability?
- ★ Performance Expectations / Evaluation
- ★ Communicating Training Strategy
- ★ The Most Important Player



5TH ANNUAL
**MEDICAL DEVICE & DIAGNOSTIC
TRAINERS SUMMIT**

 **#MDDSummit**

Trainee Accountability

★ Surgeons

- ★ Medical School
- ★ Residency
- ★ Fellowship

★ Nurses

- ★ Nursing School
- ★ NCLEX
- ★ Advanced Practice



5TH ANNUAL
**MEDICAL DEVICE & DIAGNOSTIC
TRAINERS SUMMIT**

 [#MDDSummit](https://twitter.com/MDDSummit)

Performance Expectations

Pre-Work



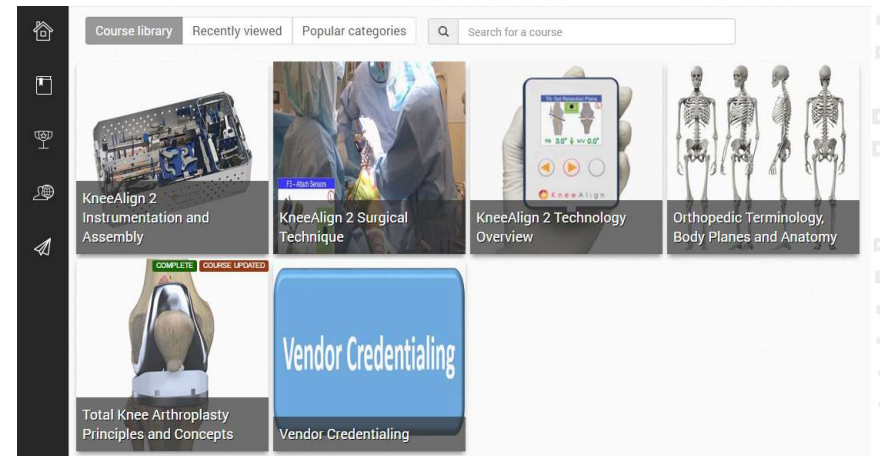
Expectation Call



Entrance Exam



Pass = Stay



**NOT EVERYONE
GETS A
TROPHY**



5TH ANNUAL
**MEDICAL DEVICE & DIAGNOSTIC
TRAINERS SUMMIT**



#MDDSummit

Performance Evaluation



Student Performance Report

Student Name: John Doe	Course: Total Knee Arthroplasty
Course/Program: KneeAlign 101	Manager: Sally Jane
Trainer(s): Chad Rains	Dates: October 10 – 14, 2016

Observation: John was punctual, professional, refrained from sidebar conversations and participated in classroom and lab activities. John's previous experience in Orthopedic sales brought value to the class and helped less-experienced students. John formed a study group with 3 other students and typically stayed late after class to go over the material

<90% is failing	Quiz 1	Quiz 2	Quiz3	Role Play	Role Play	Final Exam	Cumulative Average	Class Ranking
Student	98	97	96	88	91	94	94	2/18
Class	91	93	90	85	90	91	90	-----

Recommendations for improvement: John is extremely strong in orthopedic concepts and principles, product knowledge and clinical rationale. He needs to continue to work on selling scenarios in particular the sales process. His manager should continue to work with him on a regular basis and practice role-play situations prior to a solo sales call.

Chad Rains
Sr. Director Professional Education
[OrthoAlign, Inc.](#)



5TH ANNUAL
**MEDICAL DEVICE & DIAGNOSTIC
TRAINERS SUMMIT**



Communicating Training Strategy

- ★ Upper-Management
 - ★ Must acquire support
 - ★ Benefits of curriculum and strategy
- ★ Trainees
 - ★ Communicate course of action
- ★ Empower Trainers
 - ★ Set the example



The Most Important Player



5TH ANNUAL
**MEDICAL DEVICE & DIAGNOSTIC
TRAINERS SUMMIT**

Picture source: <http://www.policymed.com/2010/01/sale-reps-in-the-operating-room-there-is-room-and-need-for-them.html>



#MDDSummit

