NHS Foundation Trust Commercial Directors Development Programme

Key speakers

**Professor David Welbourn**
Visiting Professor in the Practice of Health Systems Management and Deputy Director, Centre for Health Enterprise, Cass

David Welbourn’s career includes five years as a Strategic Health Authority Director of Performance, but he now turns most of his attention to issues of board development, leadership and governance with particular emphasis on looking beyond traditional organisational boundaries towards whole system thinking.

**Professor Paul Corrigan, CBE**
Executive Coach and Management Consultant

Paul Corrigan has extensive experience across both health and local government and was Senior Health Policy Advisor to the Prime Minister Tony Blair where he was instrumental in shaping all the major themes of health reform. Between June 2007 and March 2009 he was the Director of Strategy and Commissioning at the London Strategic Health Authority. Since then, he has been working as a management consultant and an executive coach helping leaders create and develop step changes with their organisation.

Aim of the course

Commercial Directors have a number of market and business development responsibilities which are key to their Trusts’ continued good performance. The role of NHS Foundation Trust Commercial Director is now as much to protect as to create income, which can be used for the provision of health services. The Cass NHS Foundation Trust Commercial Directors’ Development Programme provides participants with the opportunity to engage with peers and other practitioners from both the public and private sectors to enhance their understanding of the unfolding healthcare landscape and the corresponding evolution and importance of the Commercial Director’s role.

Who should attend

Current NHS Trust Commercial Directors and those who lead for the Trust in developing new partnerships or business opportunities.

Brief overview of the programme

This highly interactive programme brings a wealth of practitioner and research-based insight from both the public and private sectors into ways to develop and support effective Foundation Trust boards. It will enable Commercial Directors to explore a range of probable future scenarios and acquire new skills using a range of innovative learning methods.

Areas covered include:

- The changing healthcare context
- Strategic change and culture
- Supply chain thinking
- Service line reporting and management
- Delivery architecture
- Partnerships and transactions
- Leadership in your local health system: your role beyond your own organisation
- Innovation in health
- How the board works/influencing the board in the context of strategic change.

Dates

13th-17th November 2014

Price

£2,400

Find out more

T: +44 (0)20 7040 8710
E: cassexec@city.ac.uk
www.cass.city.ac.uk/nhs