



Negotiate to create value & Intrapreneurship

Prof. Dr. Mariëlle G. Heijltjes

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Adding value to the ESC community

- Why are competences regarding intrapreneurship and negotiation important for cardiologists?
- How do we suggest to develop these in participants?



Why important?



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The current health care context

Rising health care costs

Changing patient demographics

Evolving patient expectations

Digital transformation and interoperability

Changes in healthcare payment models

The rise of complex health and technology ecosystems





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Intrapreneurship for cardiologists

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Intrapreneurship for Cardiologists

- A 5-day experiential learning journey
- Learning outcomes:
 - Knowledge on intrapreneurship: how to drive innovation in your work context
 - Theories, perspectives, empirical findings
 - Having gained experience with a design sprint
 - Challenges that patients perceive are transformed into co-created solutions that add value
 - Personal development on intrapreneurial competences
 - Self scan and 2 on-line personal coaching sessions



Negotiate to create value

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Negotiate to create value

- A 3-day experiential learning journey
- Learning outcomes:
 - Knowledge on negotiation and influencing
 - The basics (types and styles), psychology of negotiation
 - Having gained experience with different negotiating styles and settings
 - Problem-based learning: work on your own real life cases
 - Personal development on negotiation skills
 - Assessment of your personal drivers and preferred style



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**TO BE AHEAD,
THROUGH
INNOVATIVE
THINKING**

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