



CARE LEADS HERE

# INNOVATION AND STAKEHOLDER BUY-IN: A CONSORTIUM'S EXPERIENCE

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**IAQ ACADEMICIAN**

OHIO  
UNIVERSITY



Heritage  
College of  
Osteopathic  
Medicine

# Goal

To provide an illustration on how innovation and buy-in from multiple and diverse stakeholders can be achieved using many quality improvement tools and techniques.

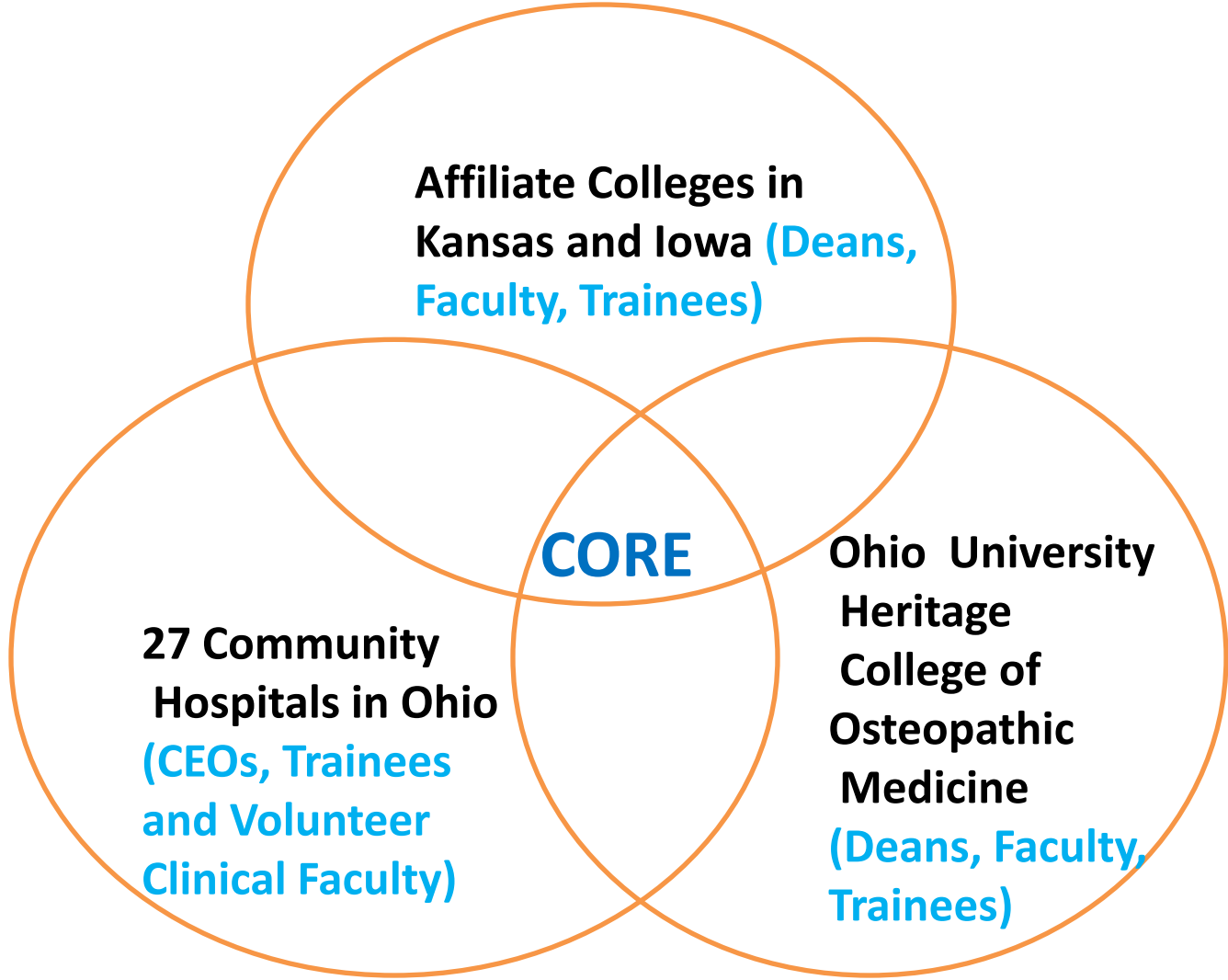
Specifically, the following will be discussed:  
Process Mapping and Needs Assessment, Voice of Customer, Strategic Vision, Evaluation.

# Doctor of Osteopathy: Community Hospital-based Training Model

Characteristic	Allopathic	Osteopathic
Degree	M.D.	D.O.
Training	Medical school + Residency	Medical School + Residency
Medical License?	Yes	Yes
Training Characteristic	Traditional	Traditional + Manipulation
<b>Training Site</b>	<b>College owns Hospital</b>	<b>College partners with Community Hospitals</b>



# CORE Medical Education Consortium



# Case—Increase Research Activity

- Research is not popular
- No one wants to do it but they are required to do it.
- But it is critical for evidence-based practice.



# Buy- In from Stakeholders

**“How does this benefit me and my organization?”**

# Buy- In is Tough for an Unpopular Initiative!!



# What is Involved?

- Voice of Customer
- Process Mapping
- Needs Assessment
- Innovation
- Strategic Vision
- Continuous Evaluation
  - Surveys, Focus Groups, Dashboard, etc.



# Voice of Customer

- What is it our customers Want and Need!
- Customer segmentation
  - Medical Students, Residents, Physicians
- Method: Interviews

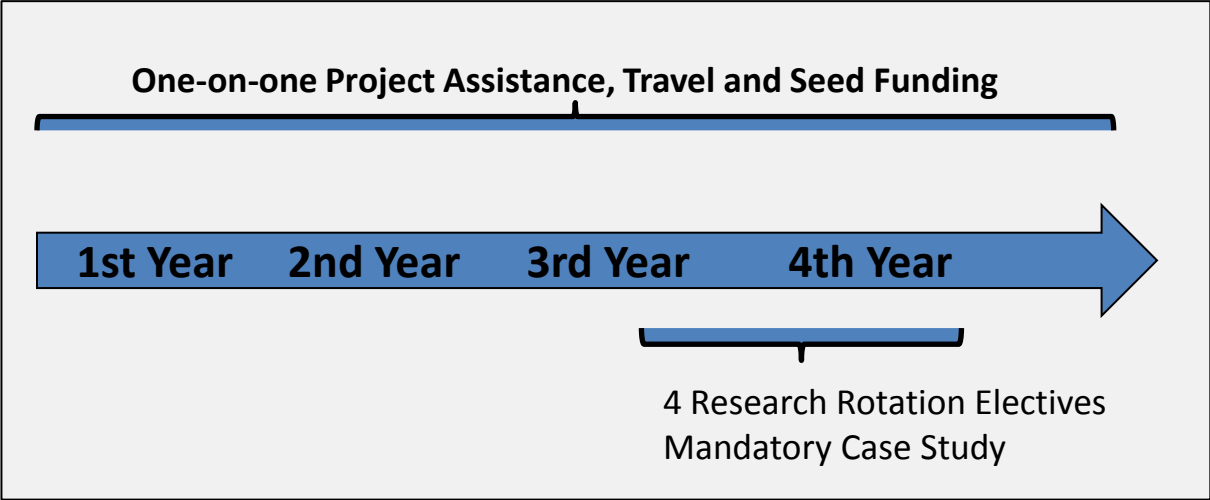


	<b>Medical Students</b>	<b>Residents</b>	<b>Faculty/ Attendings</b>
Profile	Age 20-30 Some research	Age 25-40 Very little research	Age 30-65 No research
Research Attitude	Can be Motivated	Motivated by Requirements	Extremely Not Motivated
Needs	Case Report; Competitive for Residency	Research Requirements	Mentor Residents
Challenges	Some protected time	No protected time	No protected time

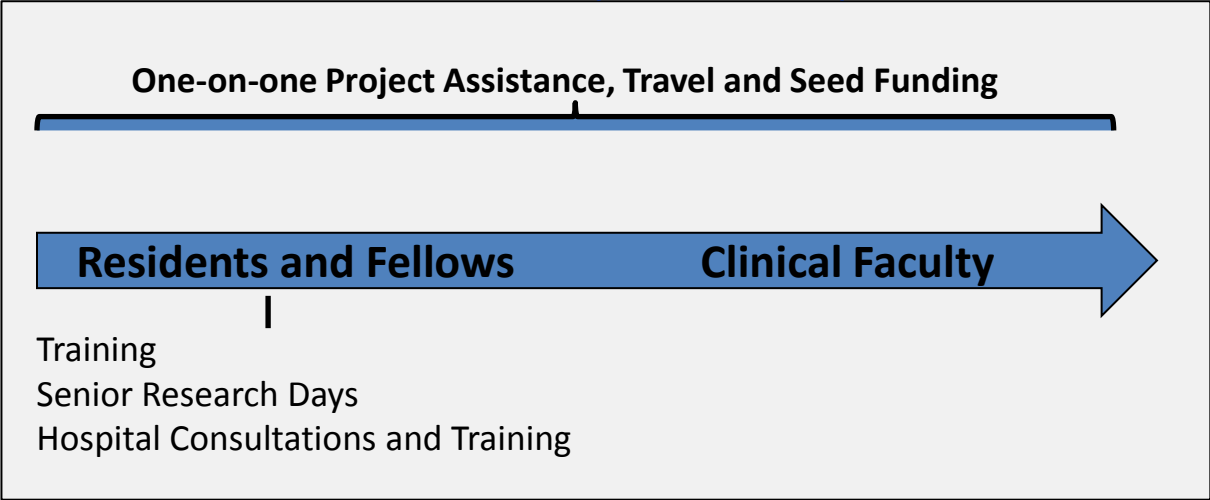


# Process Mapping

## Medical Students



OOS Regional Poster Competition, IRB Liaison, CORE Multi-site Studies, Accreditation (COCA and OPTI)



# Survey of Resident Research Capabilities

## REPORTED RESEARCH ABILITIES

	N	Mean	Std. Deviation
Can Perform Lit. Review	54	2.31	.543
Can Evaluate an Article	54	2.22	.502
Can Write a Proposal	54	1.61	.656
Can Navigate IRB	54	1.57	.662
Can Write a Case Report	54	2.13	.616
Can Design Retrospective	54	1.87	.551
Can Design Prospective	54	1.70	.633
Can Design Poster	54	1.93	.578
Can Total	54	1.85	.596
Valid N (listwise)	54		

Scale: Completely Agree=3, Somewhat Agree=2, Disagree=1



# Survey of Resident Research Needs

	N	Mean	Std. Deviation
Need Help w/Protocol	54	2.41	.714
Need Help w/Lit Review	54	1.89	.769
Need Help w/IRB Process	53	2.68	.547
Need Help w/Statistics	53	2.72	.495
Need Editorial Support	54	2.37	.681
Need Poster Support	53	2.49	.608
Need to Critically Evaluate Articles	53	2.17	.672
Need Total	54	2.63	.487
Valid N (listwise)	52		

Scale: Completely Agree=3, Somewhat Agree=2, Disagree=1



# Building Relationships

- Work with stakeholders at different levels
  - College faculty, dean, and administrators
  - Hospital faculty, CEOs, and administrators
  - Students and Residents
- Takes Time
- Meet different needs

# INNOVATION



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# CHECKLIST

## RESEARCH CHECKLIST for CORE Family Practice Residents

PG Year	Quarter	Deliverable	Completion Status
PGY 1	Fall	Attend CORE PGY1 Orientation (will include basic info about the research process)	
		Complete CITI or NIH Training (depends on hospital requirement)	
		Submit CITI/NIH certificate to ( <a href="mailto:core_research@ohio.edu">core_research@ohio.edu</a> )	
	Winter	Consult with Program Director and CORE Research regarding research ideas (e-mail <a href="mailto:dogbey@ohio.edu">dogbey@ohio.edu</a> )	
		Register project at: <a href="http://research.ohiocore.org/index.do">http://research.ohiocore.org/index.do</a>	
		Identify potential topics for research	
		Conduct literature search to refine ideas	
	Spring	Review ACOFP scientific paper guidelines at: <a href="http://www.acofp.org/membership/downloads/pds/sc_ppr_guide.pdf">http://www.acofp.org/membership/downloads/pds/sc_ppr_guide.pdf</a>	
		Begin proposal writing (Introduction, Methods, References)	
		Work with CORE Statistician and Editor on proposal	
	Summer	Review the ACOFP-recommended JAOA Manuscript Checklist. <a href="http://www.jaoa.org/misc/chklst.shtml">http://www.jaoa.org/misc/chklst.shtml</a>	
		Complete Institutional Review Board (IRB) application (cut and paste from final proposal)	
Submit IRB application/Revise as needed			
PGY 2	Fall	Apply for seed funding if needed	
		Collect data	
	Winter	Collect data	
		Analyze and interpret results (work with Statistician)	
	Spring	Complete final paper <ol style="list-style-type: none"> <li>1. Change grammatical tense of proposal from future to past</li> <li>2. Add Results, Discussion, Recommendation/Summary to initial proposal</li> </ol>	
		Work with CORE Statistician and Editor to finalize paper	
		<b>SUBMIT FINAL PAPER TO PROGRAM DIRECTOR FOR APPROVAL BY JUNE</b>	
		<b>Check if IRB and CITI renewals are needed.</b>	
		<b>NOTE: do not let approval lapse!</b>	
	Summer	Receive program director approval on final paper	
	<b>SUBMIT TO CEE WITH PROGRAM DIRECTOR'S AUGUST ANNUAL REPORT FOR APPROVAL</b>		
PGY 3	Fall	Submit manuscript to target journal	
	Winter	Submit abstract to CORE Research for OOA Poster Exhibition	
		Create poster or final Power Point Presentation (contact CORE Research) Poster templates are at: <a href="http://www.ohiocore.org/research/frequently_used_forms.htm">http://www.ohiocore.org/research/frequently_used_forms.htm</a>	
		Submit abstract to ACOFP for poster presentation at ACOFP Annual Convention in January	
	Spring	Apply for CORE travel funding to present research at conference	
		Present at ACOFP Annual Conference in March	
		Present at OOA in late April or early May	
	Summer	Complete final requirements as needed by Program Director	
		Graduation	







# CUSTOMER-FOCUSED INITIATIVES

- Poster Events
- Training for Medical Students
- Training for Clinical Faculty

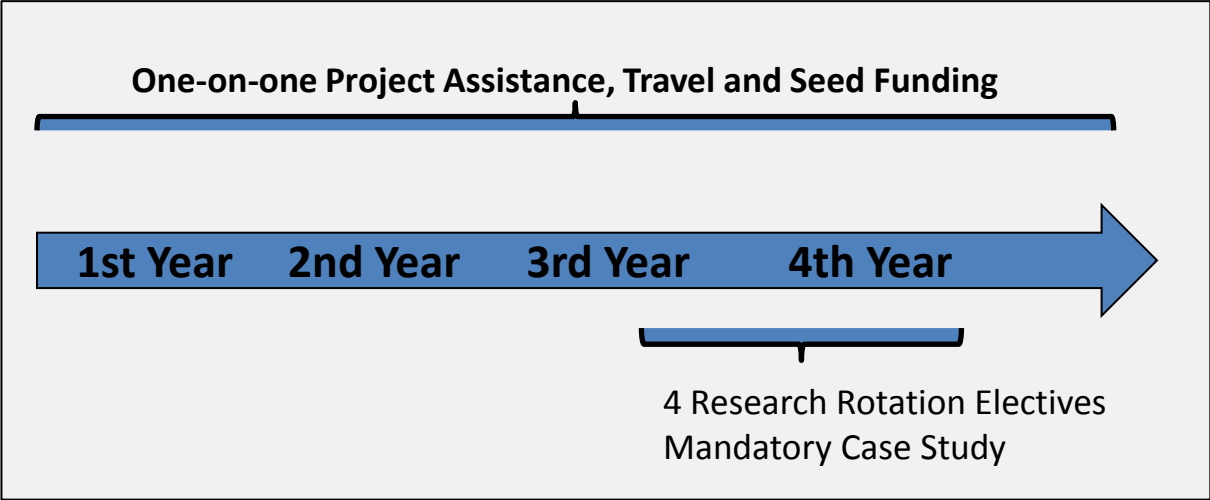


# Results

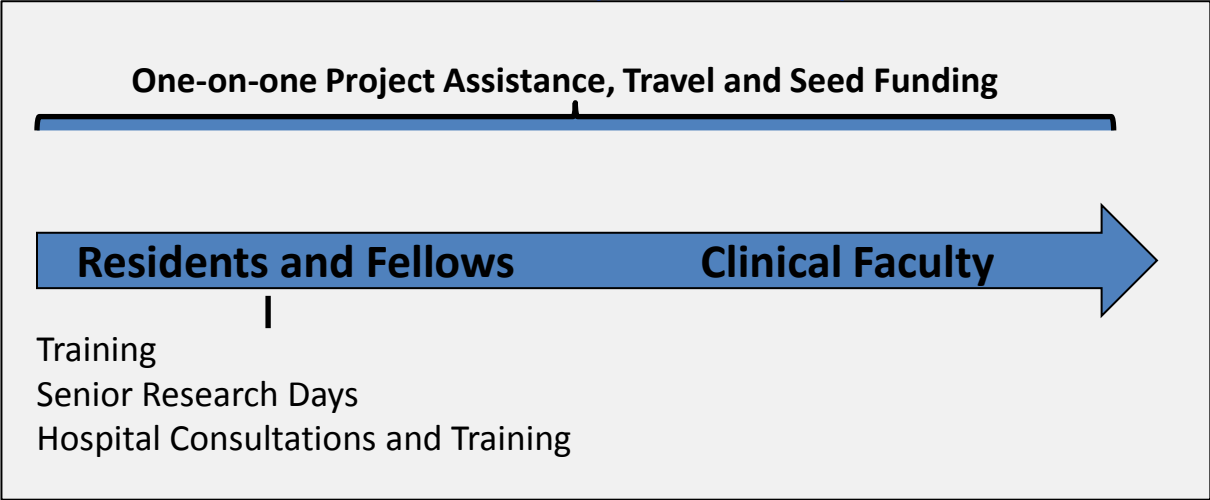


# Process Mapping

## Medical Students

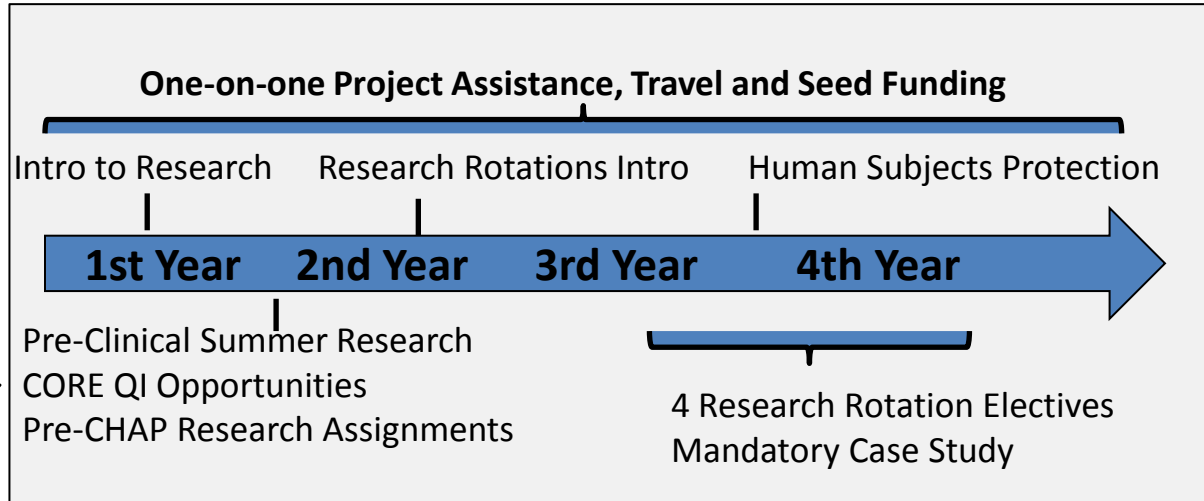


OOS Regional Poster Competition, IRB Liaison, CORE Multi-site Studies, Accreditation (COCA and OPTI)

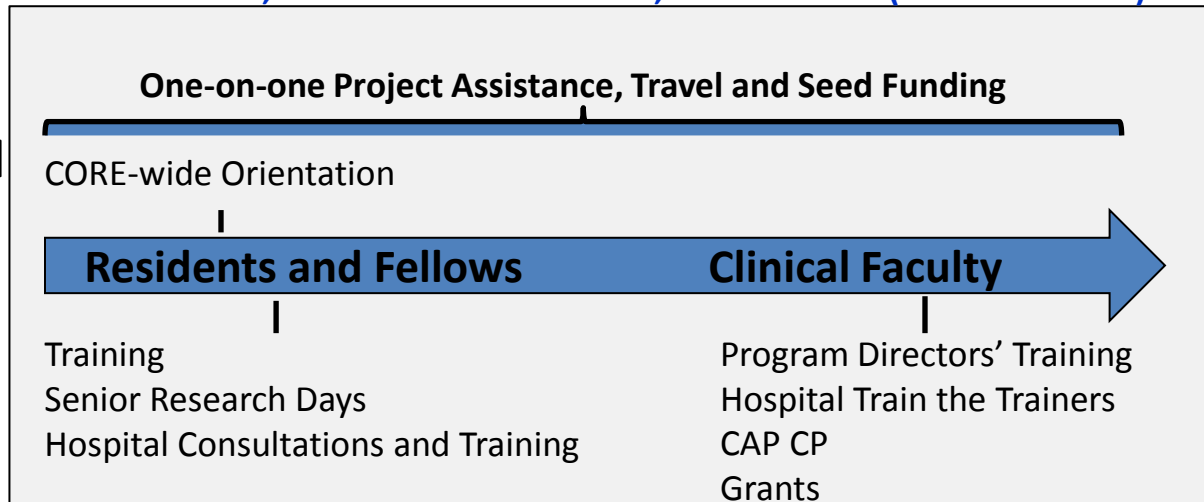


# Process Mapping

## Medical Students



**OOS Regional and NWOOA Poster Competitions, Publications,  
IRB Liaison, CORE Multi-site Studies, Accreditation (COCA and OPTI)**



# Research Growth

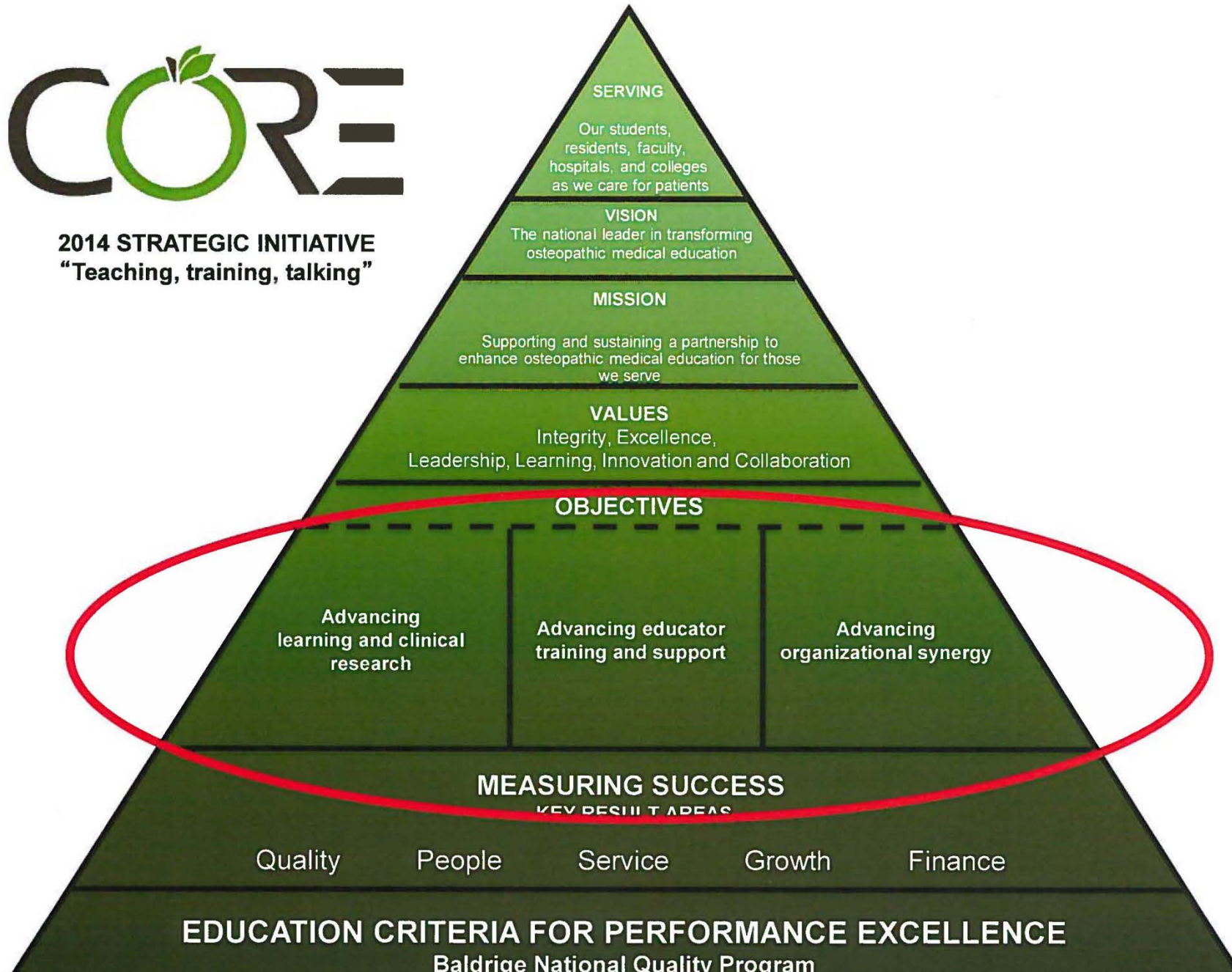
Research Outcomes	Year (January to December)			
	1995-2000	2001*-2005	2006-2010	2011-2012
Registered Projects***	3	254	720	236
Posters	0	15	157	61
Peer-Reviewed Publications	0	0	34	16
OOA Poster Competition Participants	-	32	120	153

*\*OFFICE EXPANDED*





**2014 STRATEGIC INITIATIVE**  
**“Teaching, training, talking”**



# CRO STRATEGY MAP

EXTENSION  
CAMPUS OFFICE  
SUCCESS

MISSION

RESEARCH  
EDUCATION  
CONTINUUM

VISION

VALUES

QUALITY  
IMPROVEMENT

STRATEGY

DISSEMINATION  
& GRANTS

COLLABORATIONS

CORE Board  
DASHBOARD



# UPDATE

- Transitioning into single accreditation with MD programs.
- Re-craft our vision and strategy.

# SUMMARY

- Innovation and Stakeholder Buy In requires the use of continuous improvement tools.
- In our case, innovation was a precursor for buy in.
- Landscape is always changing so strategic plan is an ongoing effort.



***THANK YOU!***

