

IFCC GENERAL CONFERENCE BUDAPEST NOVEMBER 9-11, 2018

### IFCC General Conference 2018

## Laboratory medicine: Preparing for the 2020's

10th – 11th November 2018 Hotel Novotel Budapest City, Hungary



Committee on Clinical Laboratory Management

# The Role of Management Innovation and Leadership for the Clinical Laboratory

## Sedef Yenice Edward Randell





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- Survey on Laboratory Leadership Learning Needs
- Overview of Laboratory Leadership Training Program
- A Sneak Peak into Module 1
- Innovation Leadership and the Significance for the Laboratory Management
- Q & A







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# Survey on Laboratory Leadership Learning Needs





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## **C-CLM Leadership Survey**



#### 266 RESPONDENTS FROM 56 COUNTRIES



43% from accredited labs 26% from labs pursuing accreditation



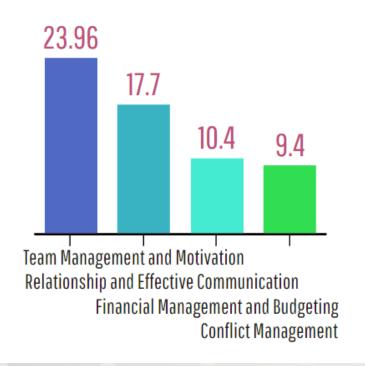
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## **C-CLM Leadership Survey**

## **TOP FOUR TOPICS (%)**



The most acknowledged professional designations/ activities included:

- 38.1 % were Clinical Laboratory Specialist;
- 19.4% were Professor/Instructor;
- 15.6% indicated laboratory manager, and
- 14.2% identified as physician laboratory director and
- 13.8% as non-physician laboratory director.



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# C-CLM Leadership Survey – Published on IFCC eNews October 2018 Issue

and Laboratory Medicine



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Overview of Laboratory Leadership Training Program





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#### DESCRIPTION

The program curriculum is designed to assist the lab professionals in developing their own strategies for leading change within a rapidly evolving lab practice and service delivery system.

Teaching/learning formats include case studies, interactive educational workshops and webinars.

#### **ACCREDITATION and CERTIFICATION**

The Lab Leadership Program will be accredited by The Canadian Academy of Clinical Biochemistry (CACB) in compliance with the CACB accreditation requirements. Certificates will be issued to those successfully completing the program.







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Self-discovery and Self Management

> Leading Change

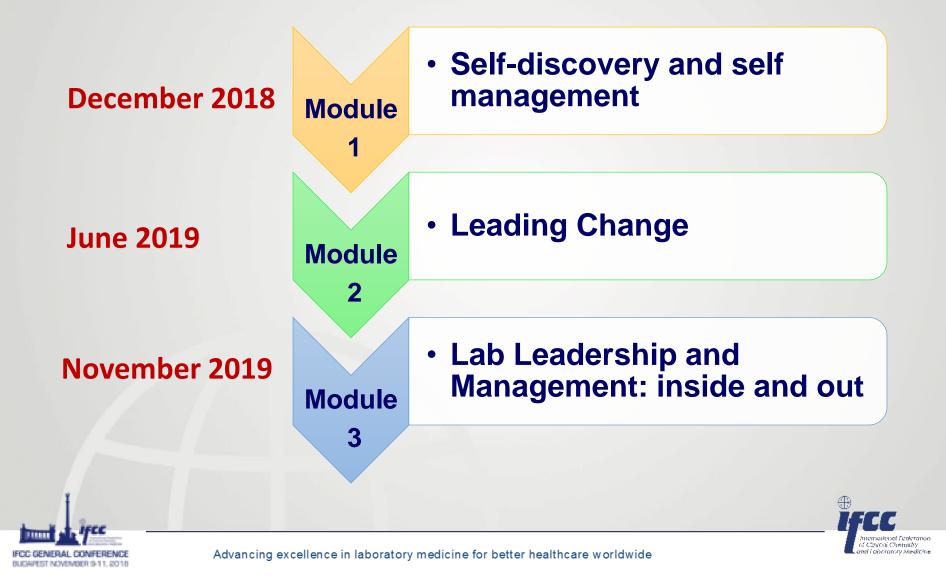
Laboratory Leadership and Management: Inside and out

VEST NOVEMBER (9-11)

- Leadership Attitudes and Styles
- Conflict Resolution
- Prioritizing and Managing Personal Workloads
- Project Management Fundamentals
- Managing Change
- Strategic Planning
- Program Evaluation Methods
- The Leader versus the Manager
- Recruiting and developing talented Laboratory Staff
- The ethical Laboratory Professional
- The Laboratory Leader as Communicator
- Championing Patient Safety









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# A Sneak Peek into Module 1





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# MODULE 1 Self-Discovery and Self-Management





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Leadership in the Medical Laboratory Environment:	N
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Leadership and Power	
Activity 1: Self-Assessment of Leadership Style	
Leadership Attributes	
Leadership and personality: The "Big Five"	In
Emotional Intelligence	Thi
Managing up	inf lea
Leadership pitfalls	is s
Activity 2: Self-Assessment of Problem Solving Styles and Personality.	int
Leading with Limited Resources	De "L
Becoming a Better Leader	
Activity 3: A small steps towards big change.	Lea
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## **Web-based Text**

#### Module 1: Leadership Attributes and Styles

#### Learning Objectives

The following sections will provide you with information to:

- Describe the attributes of good leadership
- Describe emotional intelligence and its impact of leadership performance.
- Describe different leadership styles and the pros and cons of each style.
- Develop and improve your leadership capabilities

#### Introduction

This chapter provides an overview of what makes a leader. This is coupled with practical information on how to improve leadership skills. This session will cover some of the different leadership styles, and leadership attributes important for team building. As a focus of this session is self-management towards improving personal value to the organization, improving emotional intelligence, self-reflection and self-awareness will be emphasized.

#### Defining Leadership

"I am more afraid of an army of 100 sheep led by a lion than an army of 100 lions led by a sheep"

#### Talleyrand

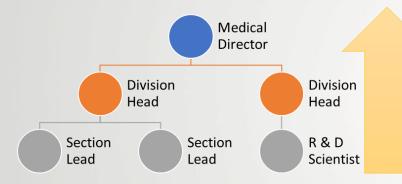
Leadership, simply defined, indicates the ability to influence others toward fulfilling visions and goals. Leaders challenge the *status quo*, create a vision for the future, and inspire others towards achieving the vision. Leadership is distinguished from management in that leaders sets paths for





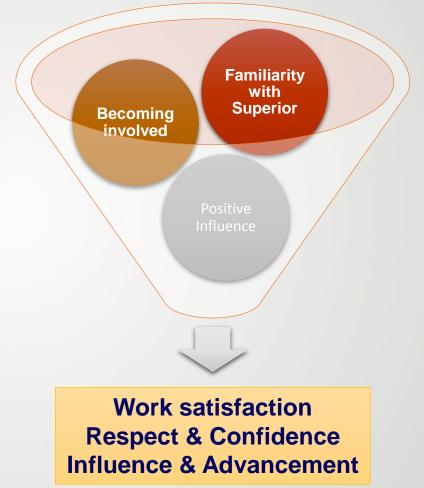


"...active and conscious working toward benefiting both yourself and your superior."



**Drives** innovation

by mobilizing





change

your superior.



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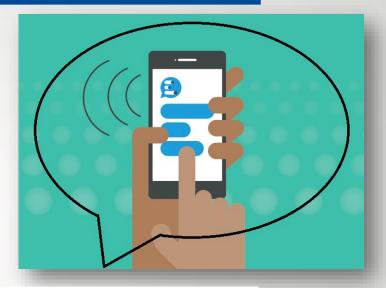
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<u>http://etc.ch/PaPM</u>

 <u>https://directpoll.com/r?XDbz</u> <u>PBdJ2bAX0ZEoyWNVjfP9rPU9</u> <u>mLnIr3qIg6XFf7</u>



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nd Laboratory Medicine







Based on a Gallop survey done over 2005 to 2008 of over 10,000 followers

In: Conchie B, Rath T. Strengths based leadership: great leaders, teams, and why people follow. Gallup Press; 2008.



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# **Emotional Intelligence**



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### SELF

#### **Self Awareness**

- Emotions, Moods, Drives
- Effects on others

#### **Social Awareness**

SOCIAL

- Other's thoughts & feelings
- Showing empathy

#### Self Management

- Control disruptive impulses & moods
- Think before Acting

Relationship Management

- Building bridges, bonds, & teams
- Conflict management



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#### Activity...Small steps to big change 19 Raising • A • consistent expectation s & setting reliable Transformational & high role model leadership style is standards one of the most Idealized Inspirational Motivation Influence effective and is distinguished in that it elevates followers through four Intellectual Individualized Consideration Stimulation different dimensions Challenges Treating others to each as an think for individual themselves



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# Activity...Small steps to big change

Think about past leadership experiences...

Write down your strengths & weaknesses

Pick a transformational practice you need to improve...

- Idealized Influence
- Inspirational Motivation
- Intellectual Stimulation
- Individualized Consideration

Set a challenging & measurable goal and begin working on it...

• Determine how you will measure your progress.

Think about who & what you will need to meet goal, and barriers and how to overcome.

Monitor your progress over a few months



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Question: Leading and Managing ...

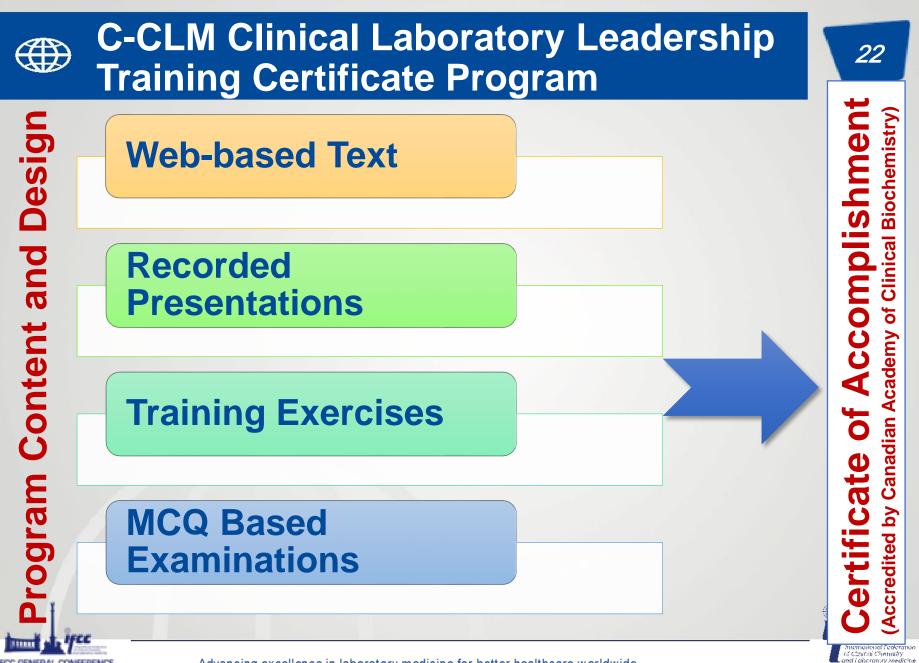
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The MOST effective way to improve your leadership effectiveness involves working on...

- 1) Becoming better informed on current events
- 2) Changing your personality
- 3) Improving your Intelligence Quotent (IQ)
- 4) Improving your social interactions (EQ)
- 5) Improving your motivation







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# **Innovation & Leadership**





# Innovation & Leadership

Innovation distinguishes between

a leader and a follower.

- Steve Jobs



EM-Media, Inc.



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# Innovation & Leadership



# What Leaders Need Now is Innovation Leadership



Innovative Leadership the use of innovative thinking and the leadership that supports it—is the key to finding

- what's new,
- what's better, and
- what's next.



Image retrieved from http://www.hroot.com/





# **The Experts: How Should Leaders Spur Innovation?**

March 12, 2013 6:38 p.m. ET

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IFCC GENERAL CONFERENCE BUDAPEST NOVEMBER 9-11, 2018 What's the most important thing leaders can do to spark innovation at their institutions? The Wall Street Journal put this question to The Experts, an exclusive group of industry and thought leaders who engage in in-depth online discussions of topics from the print Report. This question relates to a recent article on the drivers of innovation.

The Experts will discuss topics raised in this month's Unleashing Innovation Report and other Wall Street Journal Reports. Find the finance Experts online at WSJ com/LeadershipReport.

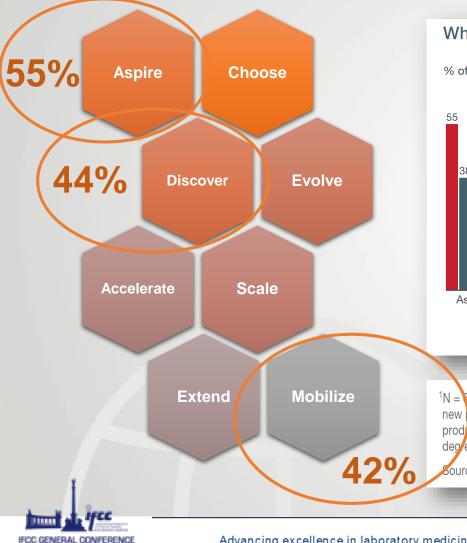


# Why Innovation Matters



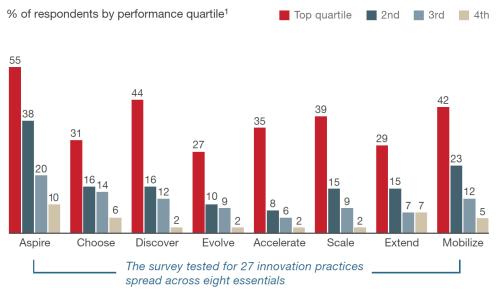
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# Innovation & Leadership



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#### What innovation leaders say they do right



 $^{1}N = 523$ . Performance defined as a weighted index of measures for organic growth (% of growth from new products or services developed in-house) and innovation performance (% of sales from new products and self-assessment of innovation performance). Respondents who answered "yes to some degree," "no," or "don't know/not applicable" are not shown.

Source: McKinsey survey of 2,500 global executives, Nov 2012



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## • Components of Innovation Leadership

	Do you really innovate?	Underlying elements
ASPIRE	Do you regard innovation-led growth as critical, and do you have cascaded targets that reflect this?	<ul> <li>Innovation vision and model</li> <li>Required growth contribution from innovation</li> <li>Cascaded targets and accountabilities</li> </ul>
CHOOSE	Do you invest in a coherent, time- and risk-balanced portfolio of initiatives with sufficient resources to win?	<ul> <li>Clarity of innovation themes</li> <li>Portfolio balancing time and risk</li> <li>Resources sufficient for initiatives to win</li> <li>Portfolio governance</li> </ul>
DISCOVER	Do you have actionable and differentiated business, market, and technology insights that translate into winning value propositions?	<ul> <li>Customer orientation</li> <li>Multiple-lens insight generation</li> <li>Differentiated value proposition</li> </ul>
EVOLVE	Do you create new business models that provide defensible, robust, and scalable profit sources?	<ul> <li>Exploration of new business models</li> <li>Changing value-chain economics</li> <li>Diversifying profit streams</li> <li>Delivery – model changes and new customer groups</li> </ul>





### **Components of Innovation Leadership**

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	Do you really innovate?	Underlying elements
ACCELERATE	Do you regard innovation-led growth as critical, and do you have cascaded targets that reflect this?	<ul> <li>Innovation vision and model</li> <li>Required growth contribution from innovation</li> <li>Cascaded targets and accountabilities</li> </ul>
SCALE	Do you invest in a coherent, time- and risk-balanced portfolio of initiatives with sufficient resources to win?	<ul> <li>Clarity of innovation themes</li> <li>Portfolio balancing time and risk</li> <li>Resources sufficient for initiatives to win</li> <li>Portfolio governance</li> </ul>
EXTEND	Do you have actionable and differentiated business, market, and technology insights that translate into winning value propositions?	<ul> <li>Customer orientation</li> <li>Multiple-lens insight generation</li> <li>Differentiated value proposition</li> </ul>
MOBILIZE	Do you create new business models that provide defensible, robust, and scalable profit sources?	<ul> <li>Exploration of new business models</li> <li>Changing value-chain economics</li> <li>Diversifying profit streams</li> <li>Delivery – model changes and new customer groups</li> </ul>

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## Roles and Responsibilities for INNOVATION vary by Leader Level

#### **Our Role in Innovation Depends on Where We Sit**



## **C-CLM Collaborates with TF-YS**

Advancing Laboratory Medicine through Innovation:

A Tale of Six Inventors

Moderator: Nader Rifai<sup>1\*</sup>

Inventors: Eleftherios P. Diamandis,<sup>2</sup> Y.M. Dennis Lo,<sup>3</sup> Larry J. Kricka,<sup>4</sup> Peter Wilding,<sup>5</sup> Jack H. Ladenson.<sup>6</sup> and Carl T. Wittwer<sup>7</sup>

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Clinical Chemistry 58:3 502-510 (2012)

Special Report

Clinical Chemistry 61:9 1129-1132 (2015)

#### O&A

### **Keynote Articles**

Clin. Chem.58 2012, 505-10.

Clin. Chem.61 while entrepreneurship education provides an introduced while entrepreneurship education provides an introduced while an entrepreneurship education provides an introduced the skills and approaches required to take a produced an entrepreneurship education provides an introduced the skills and approaches required to take a produced the skills and approaches 2015, 1129-32, combining physicians, engineers, scientists, and business professionals.

In a recent issue of Science Translational Medicine (1), Yock and colleagues of Stanford University discuss the

mercial product or service. In this provocative article, the authors discuss two main streams of educational theory and practice that together form the basis for teaching innovation: design thinking and entrepreneurship education (Fig. 1). Design thinking focuses on identifying the opportunity and need, developing the idea to solve the problem, building the prototype, and testing the product, authors argue that medical technology innovation is the

"Discovery consists of seeing what everybody has seen and think-

ing what nobody has thought." Albert von Szent-Gyorgy (No-

bel Prize in Physiology or Medicine, 1937)

In laboratory medicine, numerous scientists and physicians have been able to successfully launch their inventions into the marketplace; inventions that changed the practice of medicine. Six of those inventors were invited to share their success stories with the readers of Clinical Chemistry. How did they do it? What influenced most their success? What were the major drivers for their pursuits? Did they have formal training in the innovation process? In addition, they were asked to score, in terms of relevance, 20 factors that influenced their endeavors (Fig. 2).

<sup>1</sup> Department of Laboratory Medicine, Children's Hospital Boston, Boston, MA and Department of Pathology, Harvard Medical School, Boston, MA; <sup>2</sup> Depart-ment of Laboratory Medicine and Pathobiology, Department of Pathology and Laboratory Medicine, Mount Sinai Hospital, and Department of Clinical Biochemistry, University Health Network, University of Toronto, Toronto, Ontario, Canada; <sup>a</sup> LI Ka Shing Institute of Health Sciences and Department of Chemical Pathology, The Chinese University of Hong Kong, Shatin, New Territories, Hong Kong: <sup>4</sup> Department of Pathology and Laboratory Medicine, University of Pennsylvania Medical Center, Philadelphia, PA; 5 Department of Pathology and Laboratory Medicine, University of Pennsylvania Medical Center, Philadelphia,

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#### My Personal Journey in Laboratory Medicine Innovation: From Industry to Academia. Eleftherios P. Diamandis



There is no single recipe for success in innovation and there is a myriad of examples of highly successful entrepreneurs who have not taken a single course in entrepreneurship. I will summarize some of my own experiences as a scientist and innova-

tor and comment on competencies that I acquired. I believe that the cornerstones to my apparent suc-

cesses were my undergraduate degree in chemistry (1976) and my PhD in analytical chemistry (1979). This training made me an analytical biochemist, versatile in the art of quantitative measurements. These skills were complemented nicely with my postdoctoral training in clinical chemistry (1982-1984) and my medical degree (1986).

My desire to return from Greece to Toronto as a professional was hampered by the Canadian immigration laws of that time, which stipulated that recruitment of foreign individuals must be sponsored by companies that needed unique skills. Although at that time I was concerned about working in industry, I had no choice but to accept a position as director of research and development of a small biotechnology company, CyberFluor, in 1986. CyberFluor was interested in developing highly sensitive nonisotopic immuno-

PA; <sup>6</sup> Division of Laboratory and Genomic Medicine, Department of Pathology and Immunology, Washington University School of Medicine, St. Louis, MO: Department of Pathology, University of Utah Health Sciences Center, Salt Lake City, UT and ARUP Institute for Clinical and Experimental Pathology, Salt Lake CIty, UT,

Address correspondence to the moderator at: Children's Hospital Boston, Department of Laboratory Medicine, 300 Longwood Ave., Boston, MA, 02115. Fax 617-730-0383: e-mail nader.rtfal@childrens.harvard.edu. Received October 31, 2011; accepted November 1, 2011. Previously published online at DOI: 10.1373/clinchem.2011.178582

introduction and performance of new tests on a large scale, some in a decentralized setting, in an accurate and a precise manner, thus leading to better diagnosis,

more accurate prediction of disease prognosis, and improved patient management. This evolution was the result of both sustaining and disruptive innovation, the latter being a new concept, technology, product, or process that is at first inferior to an existing one but with time it improves, becomes superior to it, and eventually replaces it. Some examples of disruptive innovation in laboratory medicine include continuous flow analysis, dry reagents on dipsticks, pregnancy home testing, PCR, point-of-care testing, and use of MALDI-TOF mass spectrometry for pathogen identification. Although sustaining innovation steadily drives progress, paradigm shifts usually occur only with disruptive thinking. With the escalating cost of healthcare and the prediction that it will soon reach 20% of the annual GDP in the US, bold measures and disruptive approaches in delivering effective and economical clinical laboratory testing are more needed than ever. In this Q&A, a group of inventors, entrepreneurs, and cutting-edge scientists share their views on sustaining and disruptive innovation in laboratory medicine.

Over the last 5 decades, laboratory medicine has wit-

nessed a remarkable wave of innovations that trans-

formed the field from a peripheral to a central player

in healthcare delivery. These advances enabled the

#### Describe briefly the core technology or concept of your innovation

Eric Topol: Smartphones as the hub of medicine going forward, capable of performing routine laboratories (with suitable hardware additions), real-time,

<sup>1</sup> Departments of Laboratory Medicine and Pathology, Boston Children's Hospital and Harvard Medical School, Boston, MA; <sup>2</sup> Gary and Mary West Endowed Chair of Innovative Medicine, Professor of Genomics, Department of Molecular and Experimental Medicine, Chief Academic Officer, Scripps Health, The Scripps Research Institute, La Jolla, CA: <sup>3</sup> Founder, President and Chief Scientific Officer of DNA Medicine Insti tute Cambridge MA winner of the Nokia Sensing XCHALLENGE one of the A finalists in the Qualcomm Tricorder XPRIZE; <sup>4</sup> Professor of Chemical Pathology at the Chinese University of Hong Kong and the Director of the Li Ka Shing Institute of



Disruptive Innovation in Laboratory Medicine

Moderator: Nader Rifai<sup>1\*</sup>

Experts: Eric Topol,<sup>2</sup> Eugene Chan,<sup>3</sup> Y.M. Dennis Lo,<sup>4</sup> and Carl T. Wittwer<sup>5</sup>

real-world biosensor data of most physiologic metrics, capability of doing a substantial part of the physical examination, and ultimately, assembly of a virtual medical assistant to process these multilayered medical data for each individual. All of this data collection and analytics would be supported by

cloud computing and validated algorithms.

Eugene Chan: We have developed the rHEALTH sen-



sor, which is a small, portable device designed to take a single drop of blood and give a readout for many different laboratory tests. This is a notable departure from existing delivery of healthcare, where there are central laboratories required to provide this information. The rHEALTH is designed to democratize biomedical

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Image Courtesy of XPRIZE

information, allowing individuals, anywhere, to get access to their results

Y.M. Dennis Lo: I work in the area of noninvasive prenatal testing (NIPT). My group first reported in 1997 the presence of cell-free fetal DNA in maternal plasma. We then spent the next 18 years translating

Health Sciences, Hong Kong, China, and a Fellow of the Royal Society; <sup>5</sup> Professor of Pathology at the University of Utah Medical School in Salt Lake City UT

Address correspondence to this author at: Department of Laboratory Medicine, Boston Children's Hospital, 300 Longwood Ave., Boston MA 02115. E-mail nader rifai@childrens harvard edu Received May 20, 2015; accepted June 4, 2015. © 2015 American Association for Clinical Chemistr

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# Innovation Leadership for the Clinical Laboratory Management





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# What is Innovation?

"The design, invention, development and/or implementation of new or altered products, services, processes, systems, organizational structures, or business models for the purpose of creating new value for customers and financial returns for a firm"

Advisory Committee on Measuring Innovation in the 21<sup>st</sup> Century Economy.

### Innovation in laboratory medicine takes 3 major forms.

Ref: Omachonu & Einspruch. The Innovation Journal: The Public Sector Innovation Journal. 2010 ;15:1-20.

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# Two Innovation Impacts...

### **Non-disruptive**

- Incremental
- Evolutionary
- Sustaining

### **Disruptive**

- Radical
- Revolutionary
- Transformational



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#### **Drivers of Innovation**



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<u>http://etc.ch/PaPM</u>

<u>https://directpoll.com/r?XD</u>
 <u>bzPBdJ3cBY1aFpzXOWkgQA</u>
 <u>sQVAnMoJs4rJh7YGg8</u>





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<u>http://etc.ch/PaPM</u>

 <u>https://directpoll.com/r?XDb</u> <u>zPBdJ4dCZ2bGq0YPXlhRBtR</u> <u>WBoNpKt5sKi8ZHh9</u>







## Culture: The Major Barrier to Innovation

- Culture is the collection of beliefs and behaviors of a group of people.
  - It affects the operation and strategic vision of an organization
  - Shaped by leadership
- Innovation is difficult in cultures that are:
  - Hierarchical
  - Formal
  - Risk Averse



# No innovation will survive that the organizational culture cannot tolerate.

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## Drivers & Challenges to Innovation

#### **Resource Sufficient**

Changing Patient Demographic Changing Disease Spectrum Managing Costs Quality Improvement

#### **Resource Challenged**

Service Gaps Adequacy of Care Rising Incidence of Chronic Disease

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Risk aversion Fear of Failure Financial Implications Acceptance by intended physicians & patients Constrained Budgets Constrained Resources

**Constrained** Infrastructure

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## Implementation of Innovative Change



- Provide Resources
- Remove Barriers
- Open to New Ideas
- Build on Differences

# Teamwork

- Internal & External
- The "right people"
- Time commitment
- All levels

# **Piloting**

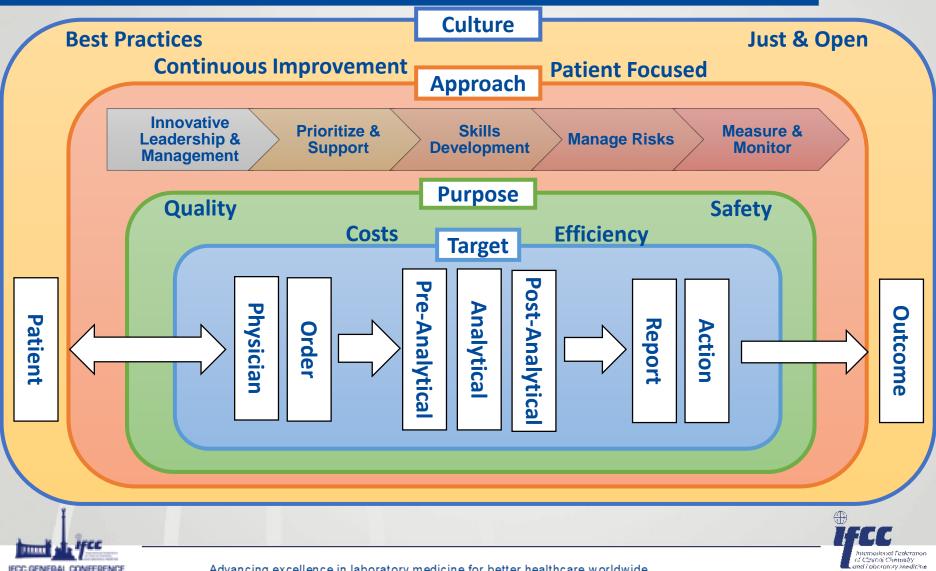
- Small and Focused
- Designed for success
- "Living Lab"
- "Err on the side of execution
- not planning"



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## **Innovation Requires a Framework**



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# A "HYBRID MODEL" for Clinical Laboratory Leadership

# We need a Laboratory Leadership Model one that balances technology, strategy and innovation.



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### Leaders and The Clinical Laboratory Innovation Process

			Design & Creat	е			
	entum 41150	Build Teams Stakeholders Frontline staff Vendors Experts	Build Teams	Measure & Mo			
acity			Use Metrics Quality	Pilot & Study Start Small	Standardize		
Build Cap	uild Mome	<b>Create Cu</b>	Vendors Experts	Cost Efficiency Safety	"Living Lab" "Learn early and fail cheap"	Innovate Optimize Disseminate	
	8					Customize CQI	



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#### Self Discovery & Self Management

#### **Leading Change**

Laboratory Leadership & Management: Inside and Out

## Inspiring & Preparing Innovative Leaders for the Clinical Laboratory





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