

# Career Transitions: Capitalizing on Your Leadership Competencies Claiming the Corner Office

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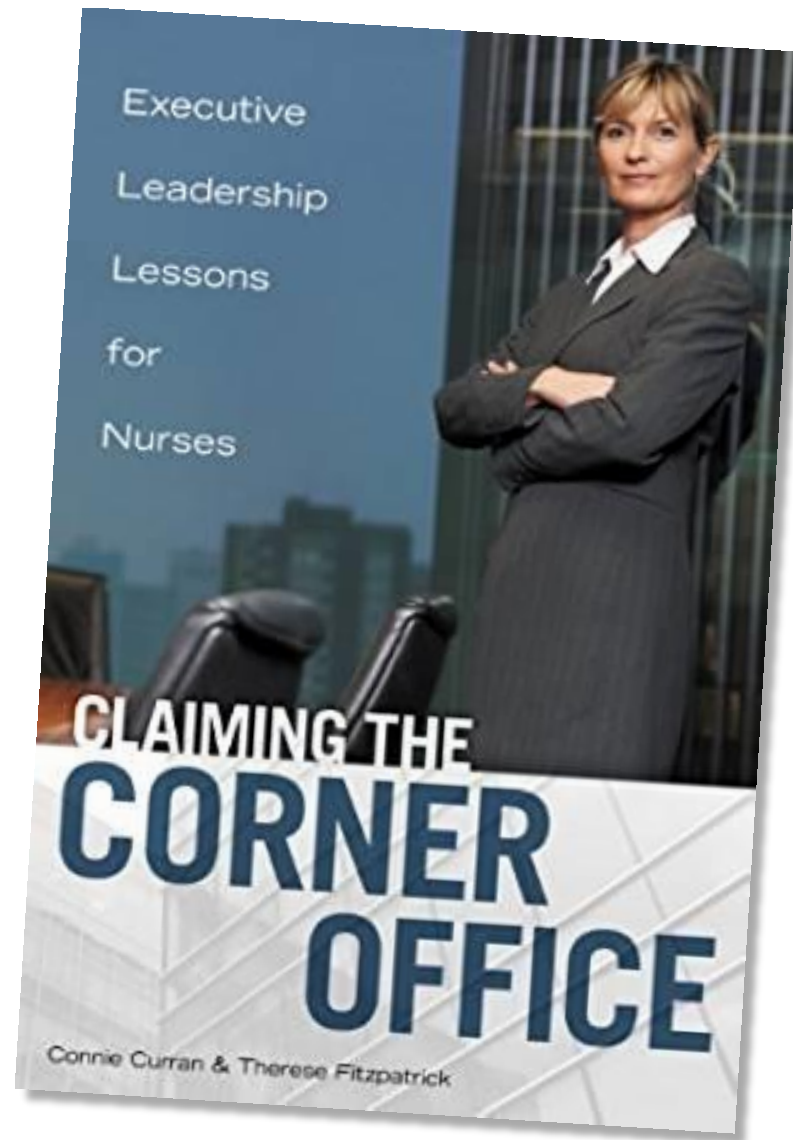
# Claiming the Corner Office: Executive Leadership Lessons

- **The new frontier**
  - Why nurses & why now?
  - Challenging our perceptions of nursing leaders and leadership
- **Lessons from the brave pioneers**
  - Common themes
- **Leverage your IC**
- **Building your brand**
  - Your network
  - Your unique skill set

Who are these leaders?

What sets them apart?

Are they risk takers?



# Leveraging Intellectual Capital

What is IC and how do you harness it?

It is the competitive advantage in a knowledge economy

That Nursing know-how

The *Nursing Process* serves us well

Assessing your current capabilities

# Many Routes, One Set of Skills

“Conceptual skill involve the ability to see the enterprise as a whole...”Katz 1998 in HBR

Become multilingual in the language of business

Invest in strengths....Gallup 2009

Resilience & persistence

Managing complex relationships

# Personal Branding Strategies: Rules of Engagement

Credentials, clubs & contacts

Care & feeding of your network

Develop your narrative & introduce it to the world

Personal leadership style evolution

Mentorship & coaching

# Break Out of Your Limits: Redefine Failure

*“Making your mark on the world is hard. If it were easy, everybody would do it. But it’s not. It takes patience, it takes commitment, and it comes with plenty of failure along the way. The real test is not whether you avoid this failure, because you won’t. It’s whether you let it harden or shame you into inaction, or whether you learn from it; whether you choose to persevere.”*

**— BARACK OBAMA**





# Therese Fitzpatrick, *Senior Vice President*

Therese Fitzpatrick is a Senior Vice President of Kaufman Hall and a member of the firm's Strategic and Financial Planning practice, specializing in Strategic Cost Management. Her responsibilities focus on providing consultation to hospitals and health systems across the country in assessing their clinical and operational performance, and developing effective strategies to enhance efficiencies and optimize staffing.

Dr. Fitzpatrick has 40 years of healthcare experience spanning operations and policy development in local, regional, and global markets. Her areas of expertise include strategic management of clinical and administrative services, analytic and financial competencies, labor relations and contract negotiations, and strategic workforce optimization with specialty focus in developing clinical staffing algorithms based on advanced modeling and scheduling policy.

Prior to joining Kaufman Hall, Dr. Fitzpatrick was a Principle and Practice Operations Lead for Philips Healthcare North America. In that role she provided strategic and analytical support to governments, regional entities, and individual hospitals and health systems in creating sustainable population health solutions and clinical/business performance improvement across the continuum of care. Her previous positions include serving as Executive Vice President at Assay Healthcare Solutions and The Optime Group, as Senior Vice President at Evanston Northwestern Healthcare, and as Senior Vice President and Chief Nursing Officer at St. Francis Hospital in Milwaukee.

Dr. Fitzpatrick holds a Ph.D. in Urban Studies from the University of Wisconsin, Milwaukee, and a Masters in Nursing Administration and a B.S.N., both from DePaul University. She was inducted into the American Academy of Nursing in 2016, and is an Assistant Clinical Professor in the College of Public Health at the University of Illinois at Chicago.

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