**Budgeting**

 1. Institutional Funds flow

--favored Depts? Follow the money to find who has power

2. The Interrelationship of revenue streams to meet Dept goals

3. Create a Discretionary Fund: “Dept Development Fund” as a line item.

**The Dean**

1. How to work with the Dean

--Dean’s management style of interaction

--pressures that the Dean feels gets pushed down

3. Know the Dean’s agenda

3. Perception of the role of Family Medicine in AHC/COM

**Professional Development**

1. This is primary for faculty & staff

-get control of the process

-know their needs

 (Work environment survey)

-enhance it.

**How to Decide on Opportunities**

***Strategic Work***

1. Value of Dept Mission statement

2. Test ?s

Does this opportunity:

a. increase our value to the institution?

b. Generate revenue for the Dept more than expenses?

c. Support of the Dean

d. Support of Dept leaders

2. Importance of a vetting committee/ consul

**How to Partner Well**

1. Getting a seat at the table.

2. Who are your key collaborators?

3. How to influence and frame conversations.

**Capture and Communicate Your Department Story**

 **(Branding)**

1. Articulate the value-add statements

--to the institution

--to the Dept internally

--to partners

2. Use multiple Communication strategies

a. newsletter (external)

b. email (internal)

c. Conference Room/ Hallways for story boards

d. Council meetings

3. Foundation for Philanthropy

Other:

**What I Wish I Knew When I Was a New Chair**

ADFM 2/22/18 Phil Diller, Univ of Cincinnati DFCM