

GP Partner Training – Cohort 3			
Programme			
<b>Session 1: Preparing for Success</b>			
<b>1</b>	<i>Getting started</i>	Introductions, getting to know each other, how the course will work	Date tbc
<b>2</b>	<i>Becoming a GP partner</i>	Case study 1 (a GP will share their experiences of becoming a partner, and what they have learned along the way)	
<b>3</b>	<i>Success Measures</i>	What constitutes success for the practice? Is the practice there to serve patients or to make money? What does independent contractor status really mean?	
<b>Session 2: The Business</b>			
<b>1</b>	<i>Partnership</i>	What is a partnership; why partnership agreements are important; what makes a good partnership agreement; building a strong partnership team; “last man standing” and strategies for dealing with it.	Date tbc
<b>2</b>	<i>Finances</i>	Partner financial responsibilities; dealing with accountants; understanding cash flow; how to manage the finances.	
<b>Session 3: The People</b>			
	<i>Core strengths training</i>	<p><i>Prior to the main session participants will be able to undertake core strengths training to help you develop a greater understanding of:</i></p> <ul style="list-style-type: none"> <li>• <i>What motivates you and others</i></li> <li>• <i>Your strengths as the leader and how you can you best utilise them</i></li> <li>• <i>How you can reduce disputes in your team and help your team to work towards the same shared values</i></li> </ul>	1.5 hours
<b>1</b>	<i>People</i>	How to lead people, how to manage people (and understanding the difference!); dealing with difficult people (including other partners!); staff appraisals; staff surveys; team meetings; the importance of coffee.	Date tbc
<b>2</b>	<i>Practice Manager</i>	What to expect from your practice manager; how to get the best out of them; understanding the difference between the role of the practice manager and the role of a GP partner; how to know if you need to change your practice manager and how to do it.	
<b>3</b>	Review session	What have we learned so far? Key messages, questions and answers	

<b>Session 4: The Processes</b>			
<b>1</b>	<i>Processes</i>	Appointment systems: the good, the bad and the ugly; DNAs; workflow redirection; active signposting. How to implement change within the practice; list based vs practice based.	Date tbc
<b>2</b>	<i>Property</i>	Understanding premises; types of ownership of property; leases and rent reimbursement; working with NHS Property Services.	
<b>Session 5: The Environment</b>			
<b>1</b>	<i>NHS and Integrated Care Systems</i>	Understanding where GP practices fit within the NHS; the different structures and types of organisation within the NHS and how they impact on GP practices.	Date tbc
<b>2</b>	<i>Regulators</i>	The role of the CQC; surviving inspections	
<b>3</b>	<i>Primary Care Networks</i>	What is a Primary Care Network (PCN); how to build relationships with other GP practices in the PCN; overcoming history and other barriers to joint working.	
<b>Session 6: The Future</b>			
<b>1</b>	<i>Strategic Change</i>	Understanding strategic options for your practice for the future; the changing NHS; the new (2019) GP contract; how to develop options; how to implement them.	Date tbc
<b>2</b>	<i>Practice mergers</i>	When to consider it, when not to, and how to do it successfully.	
<b>3</b>	Review Session	Distilling the learning; preparing for the future.	