





Agenda for Today's Session



- 1:15 Welcome and check in (do you coach now?)
- 1:30 Background and introduction to team coaching improvement
- 1:45 Coaching Improvement science and the team coaching model 80/20
- 2:00 Coaching autobiography (Randy) -think of a coaching experience you have had that was the best What did the coach do? What did YOU do? (set up flipcharts in advance)
- 2:20 Fika
- $2{:}40\ \mathsf{The}\ \mathsf{Art}\ \mathsf{of}\ \mathsf{team}\ \mathsf{coaching-team}\ \mathsf{dynamics}..\mathsf{conflict}\ \mathsf{in}\ \mathsf{the}\ \mathsf{workplace}$

The art of active listening---pairs exercise

Pearls/empathic communication

- 3:40 Exercise
- 3:50 Ladder of inference
- 4:00 Exercise
- 4:10 Measuring improvement Fundamentals(DMIC and the pyramid) Clean room conceptual/operational definitions/case studies
- 4:30 Summary of the art and science of team coaching -What matters to you for coaching Technical improvement People/dynamics/Communication How do you know change is an improvement? -Final Questions
- 4:45 Adjourn

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"Every *system* is perfectly *designed* to get the *results* it gets."

Paul B. Batalden, MD

Founding Director, Healthcare Improvement Leadership

Development

The Dartmouth Institute for Health Policy and Clinical Practice

Co-Founder Institute for Healthcare Improvement

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Quality Improvement

The combined and unceasing efforts of everyone – healthcare professionals, patients and their families, researchers, payers, planners, educators – to *make changes* that will lead to *better patient outcome*, *better system performance*, and *better professional development*.

"What is "quality improvement" and how can it transform healthcare?" Qual Saf Health Care. 2007 February; 16(1): 2–3

Paul B Batalden and Frank Davidoff

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Team Coaching Model Coaching "Evoking Excellence in Others"

Flaherty

"The only way to coach effectively is to enter into a reciprocal relationship where 'coach' and 'coachee' engage in a dance of mutual influence and growth"

Peter Senge, MIT and Society for Organizational Learning

... is not telling people what to do; it is giving them a chance to examine what they are doing in the light of their intentions.

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The Discipline of Coaching



"...Building *relationships* among people who are continuously learning about the changing environments in which they live and work, intervening in and moving to *set aside ineffective and counter-productive habits*, and *building new* skills, practices, habits, and platforms for collaborating in this ever changing world."

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Hackman & Wageman



Team Coaching

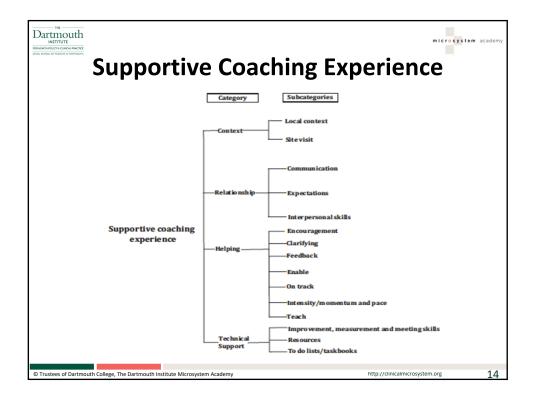
"...direct interaction with a team intended to **help** members make coordinated and task-appropriate use of their collective resources in accomplishing the team's work."

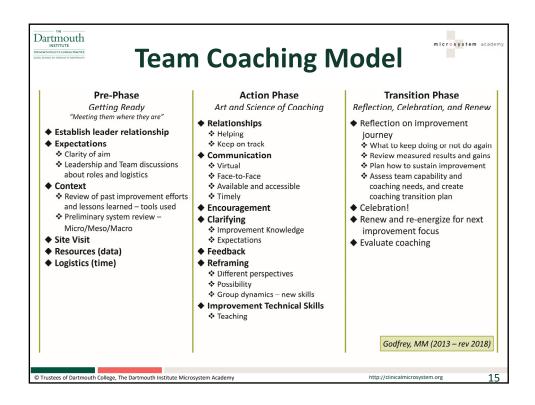
-A Theory of Team Coaching Academy of Management Review 2005

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Coaching: What Happened?

By yourself (1 minute)

- •What happened to make this the best coaching experience?
- •What did the coach do? What actions did you observe?

Small group 2-3 people: (3 minutes)

•Share individual perspectives and create a list of coach actions

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What Did You Do As a Result of the Coach Actions?

Individually: (1 minute)

•Based on "What" the coach did what did YOU do?

Small group-2-3 people: (3 minutes)

 Share individual perspectives and create a list significant actions

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Now What?

Individually: (1 minute)

- •What actions make sense when coaching and being coached?
- •What do you recommend for those who are coaching and those who are being coached?

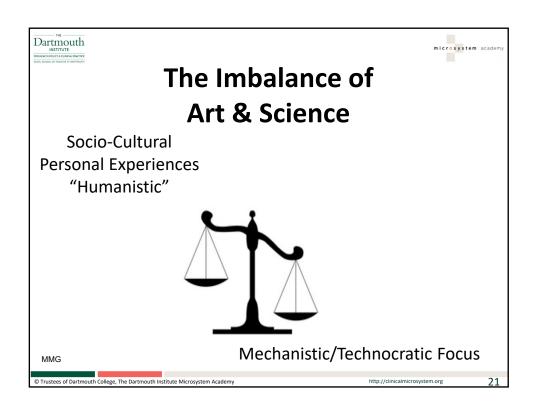
Small group 2-3 people: (3 minutes)

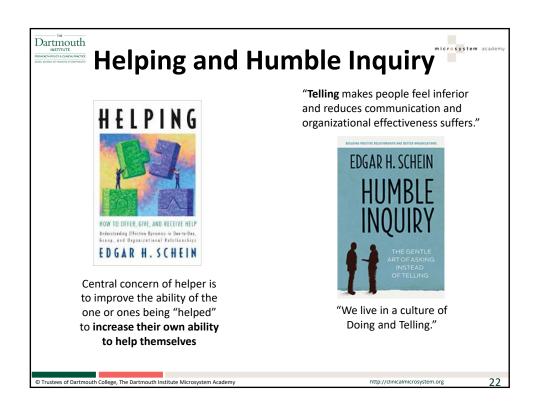
 Share individual perspectives and create a list of team coaching actions

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Help, Helper, Helping



- Consciously trying to *help* someone else to accomplish something
- Understanding is needed for the *helper* to know when to offer help and what would be helpful if asked for help.
- Dynamics of *helping* relationships
 - Trust
 - What helper must do to ensure that help is provided
 - What any recipient must do to facilitate the process
- Helping
 - Process that underlies cooperation, collaboration and many forms of altruistic behavior.

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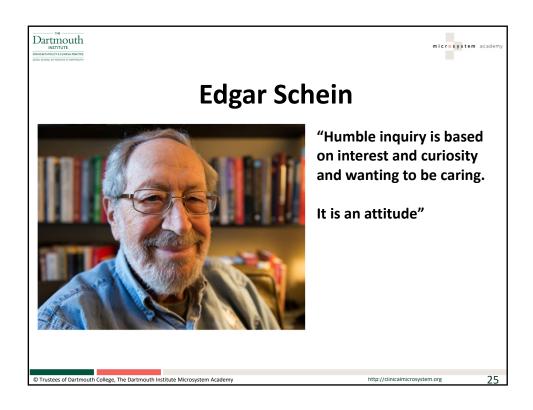
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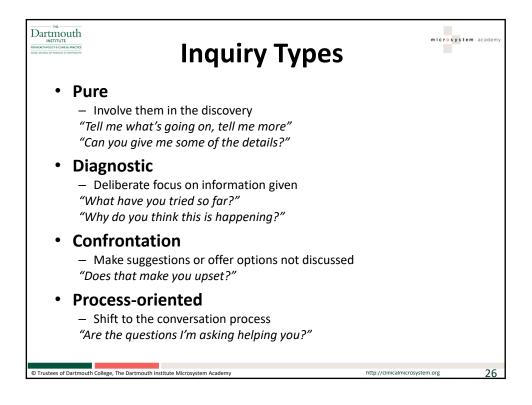


- The helping relationship begins to build because
 of the interest the helper conveys through
 humble inquiry.
- Equilibrate the relationship and not be "one up"
- "Save face" with respectful communications
- "If you can find the place where the others are and begin there, then you can perhaps have the good fortune of leading them to the place where you are"

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Coaching

"Coaching puts the center of its attention on the question *how* a person can *help* other people develop new capabilities, new horizons, and new world of opportunity for *themselves* and those around them."

You will gain confidence in your own capacity to be an effective coach with practice.

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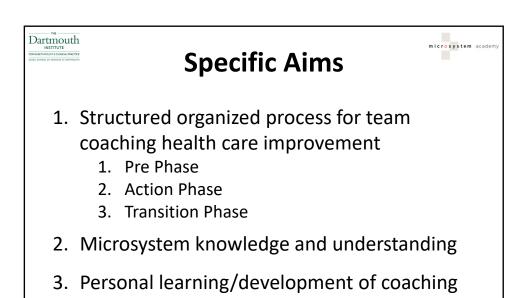


Team Coaching Program Aim

Improve value and quality of health care through development of the art and science of team coaching to help and coach frontline interdisciplinary clinical and supporting microsystems with knowledge, processes and tools including the Dartmouth Microsystem Improvement Curriculum.

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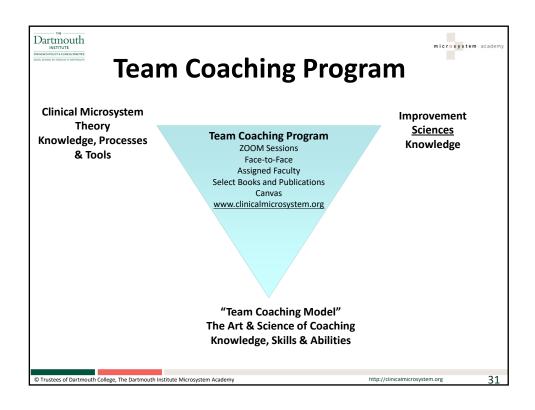
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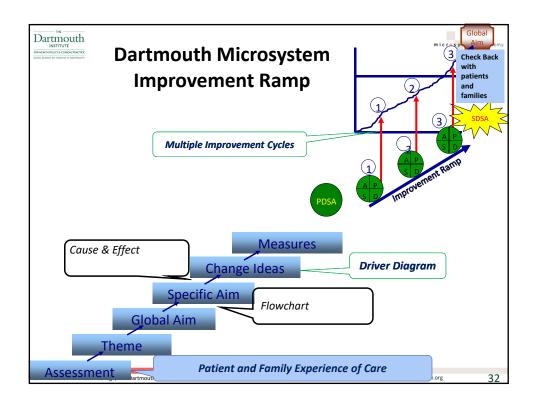


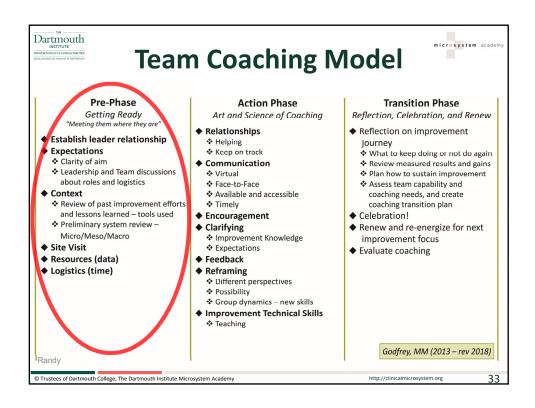
with journals, subgroups and reports

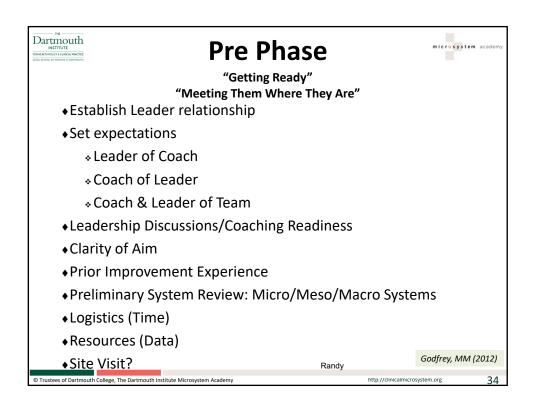
Team Coaching Subject Matter

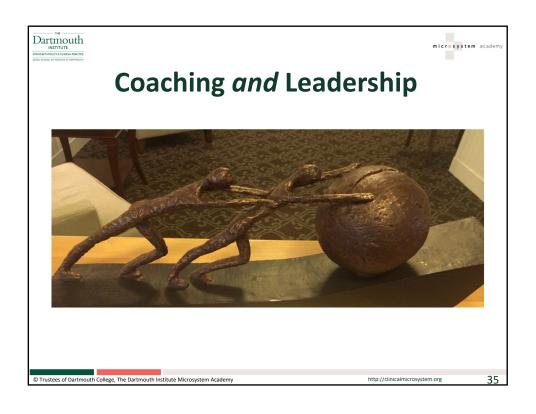
1. Clinical Microsystem Theory
2. Improvement Knowledge, skills, discipline
3. Improvement Measurement
4. Team dynamics/communication
5. Organizational context

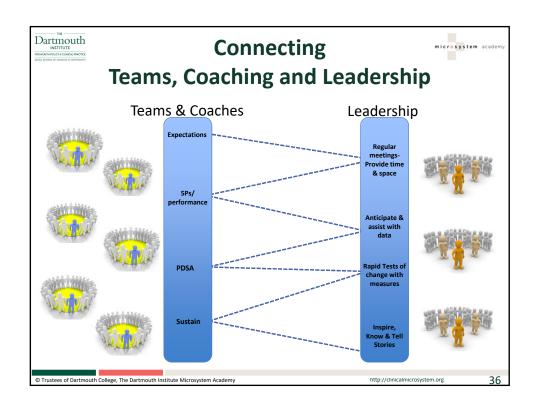
















Leadership

- Original microsystem research identified that the microsystem leaders were also coaching
- Research showed front line leaders:
 - Did not have improvement knowledge
 - Appreciated the relationship with the team coach to bridge to daily work and improvement
 - Learned how to lead differently by observing the team coach
 - Felt less of the improvement burden when collaborating with the team coach
 - Recognized the benefit of offering praise, encouragement and consistency of expectations
 - Benefited from insights of the team coach and took actions as a result of the coach observations – lead differently
 - More directed felt more "under control"

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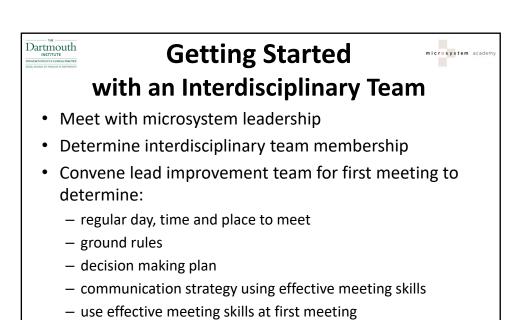
Leaders Can Help by...



- Helping cultivate improvement capability by designing structures, processes and outcomes of their organizational systems to support healthcare improvement activities
- Developing the improvement knowledge of every staff member in the microsystem to know their operational processes and system to promote action learning in their daily work
- Setting clear improvement expectations of all staff
- Providing TIME to learn and practice improvement
- Supporting improvement actions and learning using a Team Coaching Model

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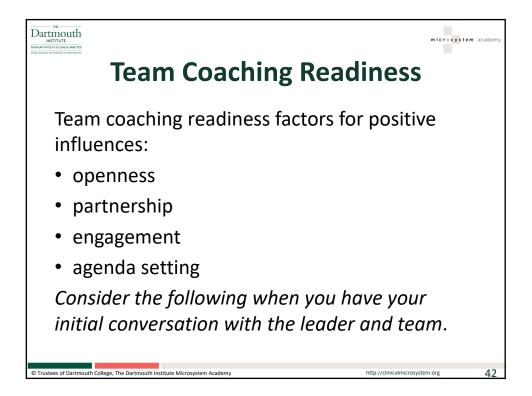
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Review the Pre Phase Actions List

Expectation Agreement Air: In the Pre-phase of Coaching Expectations of Board Pre-Coaching Expectations of Interdisciplinary Group Leader Expectations Coach Expect

Dartmuth INSTITUTE VORMAGNINGOS GARGANICOGO UNIN DOCA OF HOOR of MINISTRA Team Coaching Model Pre-Phase Actions "Meeting them where they're at"			
Actions	Current Status	Next Action	
 Meet with microsystem leader (listen & set expectations) What do they worry about? What is on their mind for improvement? 			
2. Discuss overview of the team coaching intervention and plan of improvement			
 Review past improvement experiences - what went well, what was difficult. Any lessons learned? Any improvement still occurring? 			
4. Discuss regular time for leader to meet with you (brief huddle weekly, telephone call, email How and when does the leader wish to stay connected with the improvement progress? (Your expectation of the leader. What is the leader expectation of you doing team coaching?)			
5. Review systems within systems: Microsystem, mesosystem, macrosystem (Org charts, people connections and relationships)			
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Team Coaching Readiness



- 1. What is your understanding of the focus and process of team coaching?
- 2. Have you had any experiences working with a team coach?
- 3. What are you looking for help with through the team coaching?
- 4. What goals should we work on together?
- 5. What do you consider to be your strengths and improvement opportunities?

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Team Coaching Readiness

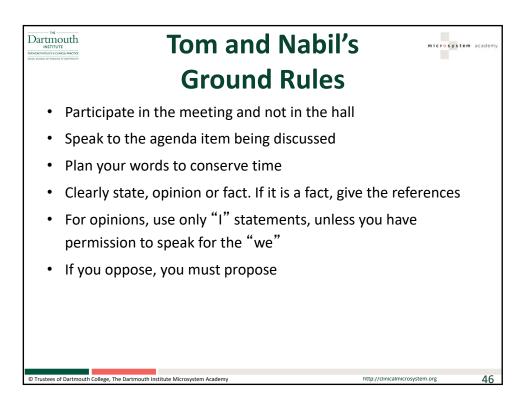


- 6. What would others (colleagues, patients, families) say your strengths and improvement opportunities are in relation to change?
- 7. How important is it to you to achieve your goals through working together?
- 8. What are your expectations of me as a team coach?
- 9. How will I know when I have challenged you too much or too strongly?
- 10. What support do you have for the improvement work you are setting out to do?

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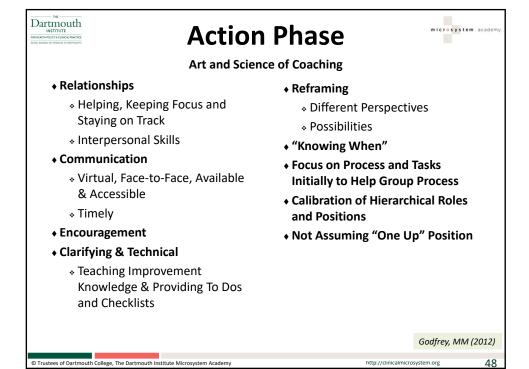


Communication Strategy "within & outside" the microsystem

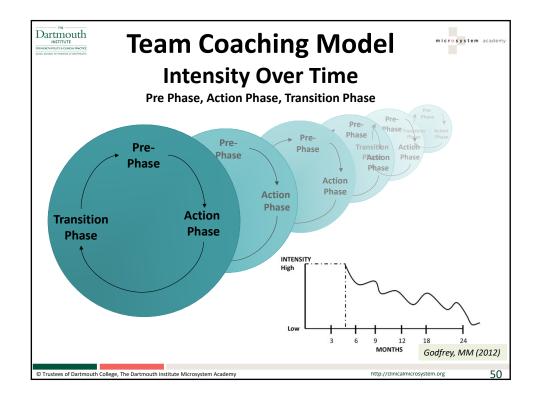


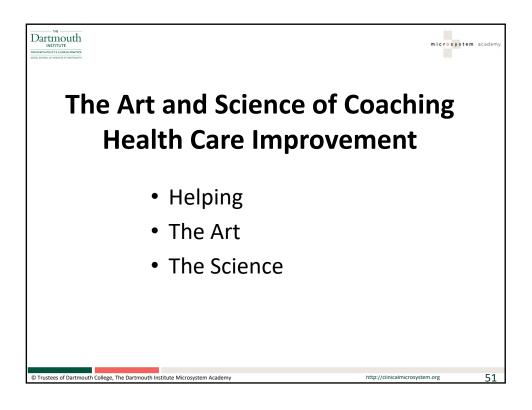
- How will you communicate in a way that invites everyone to get in the game?"
- Determine process and stick to it!
- Creative options
 - Newsletter
 - Emails
 - Intranet
 - All Staff monthly "town hall" meetings
 - "Buddy system"
 - Screen Savers
- Managing up in your organization

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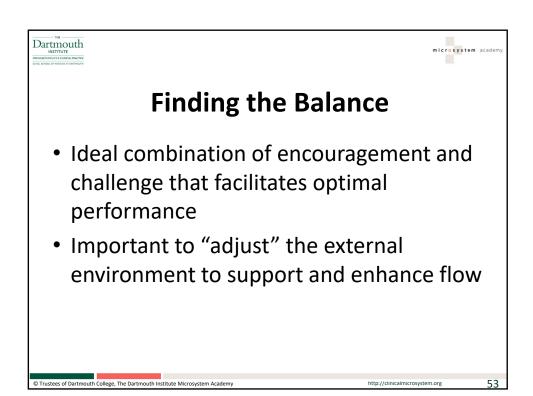


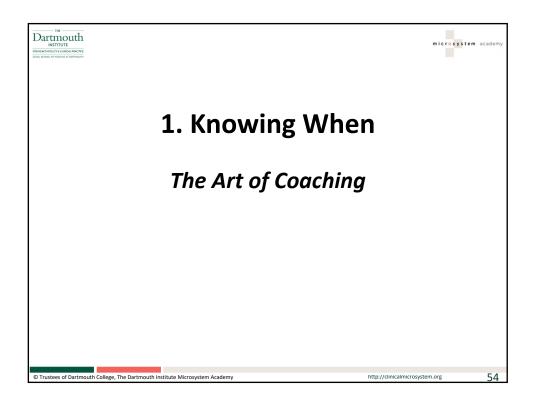


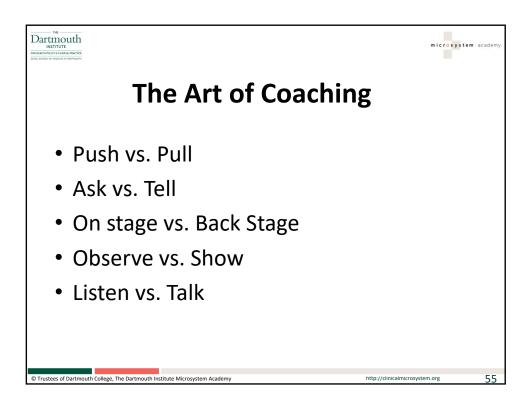














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Reframing

- By reframing a situation or context, another meaning or another sense is assigned
- Seeing a situation in another frame.
- A frame can refer to a belief (what limits our view of the world)
- If we *let this limiting belief go*, new conceptions and interpretation possibilities can develop.
- We usually take mind sets for granted and don't consciously explore

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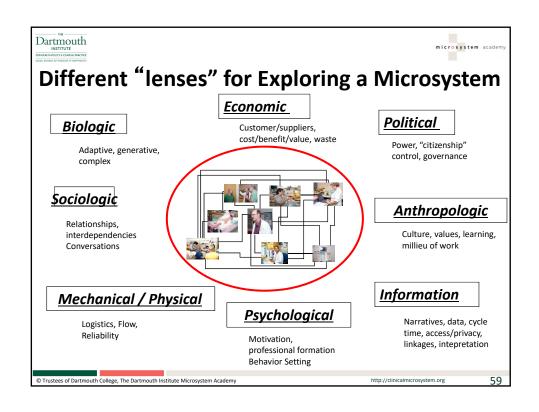


Reframing Strategies

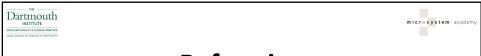
- Metaphors: What images come to mind when you think about your experience? If you were to make a map of your journey, where would your next step be?
- Analogies: That sounds like...I experienced a situation that may relate
- Role Play: Let's have the conversation you need to have with the team member.
- Envision the future: If you could achieve this goal, how would you imagine feeling?
- Multiple perspectives: Who have gone before you and done well?/What is another way you could look at this issue?/Put yourself in the other person's position on this issue.
- Reflection: Think of a time when you used that skill and it worked well.
- Time Stretching: What would it look like five years from now?/If you fastforward to six months from now, how will things have changed?

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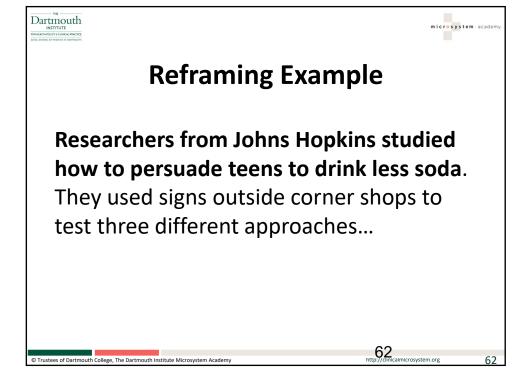


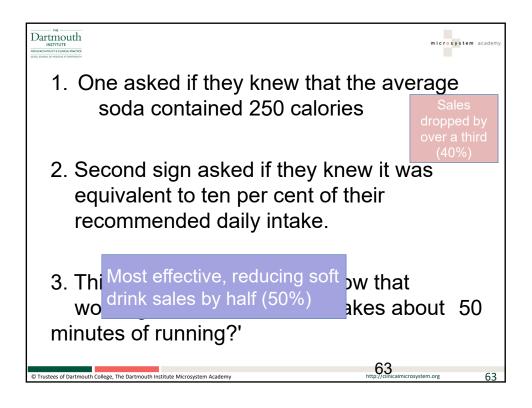


Reframing

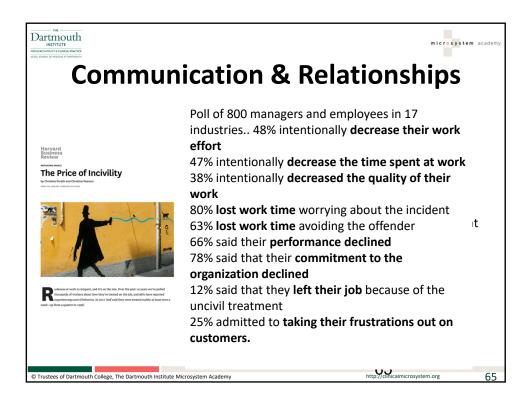
- Facts alone don't always persuade people to change their behavior. The facts don't always engage the head, heart and hand of health care professionals.
 - How might we reframe in a way that catches their eyes, heads, hearts and hands?
 - Show different perspectives?
 - Help see "what's this mean for me?"
- The overwhelming and impossible situations actually may be based on one's own assumptions.

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Costs of Conflict



- Increased medical errors
- Poor quality of care
- Decreased safety
- · Communication breakdowns





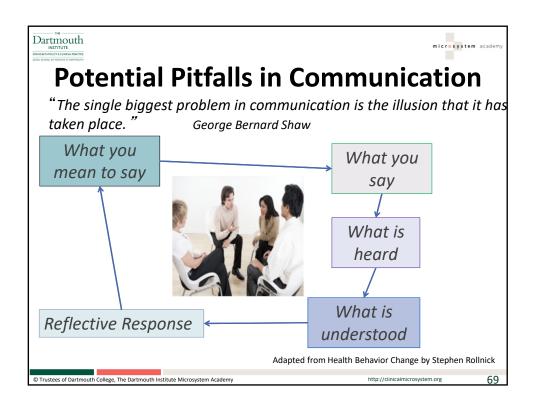
- Increased stress, increased alcohol/drug abuse
- Higher turnover in healthcare





- The physiological response to conflict is "fight or flight"
- Goal: to avoid accusations, emotional reactivity and defensiveness

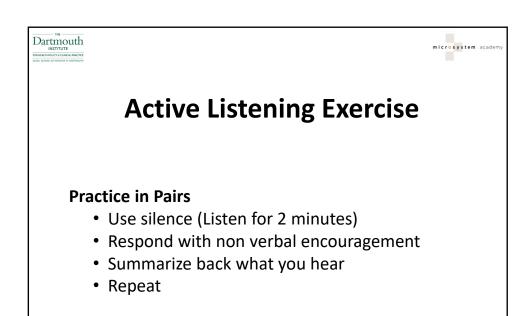
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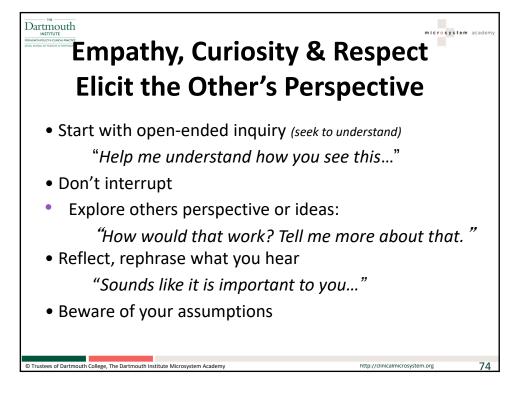




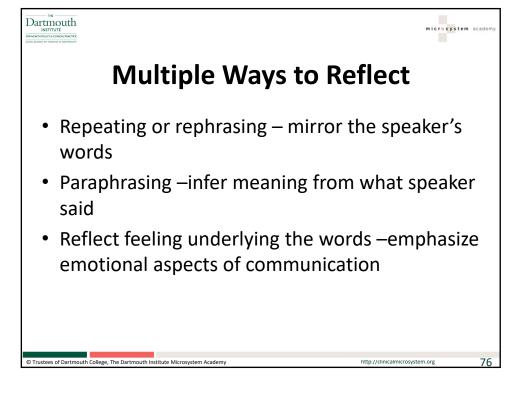














Goals of Dialogue

- 1. To evoke people's genuine voices
- 2. To listen deeply
- 3. To hold space for and respect as legitimate other's views
- 4. To broaden awareness and perspective use energy of your differences to enhance the collective wisdom

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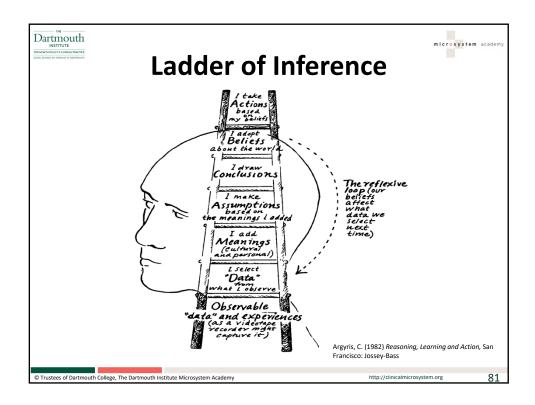
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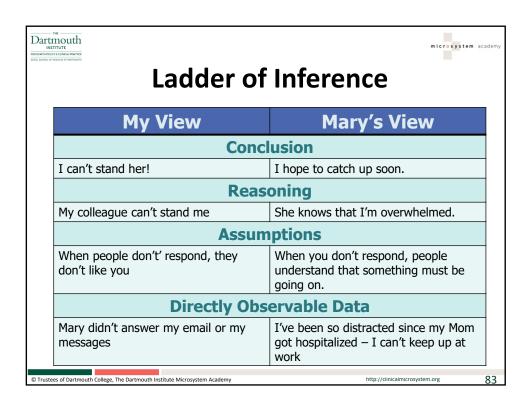


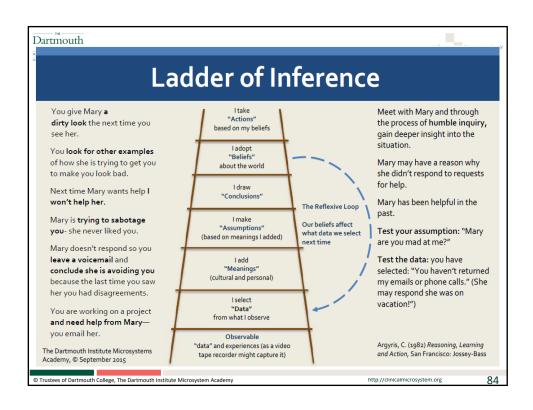




- You and Mary are working on a project you need her help + data
- You email her no response.
- You leave her a voice mail or two, or three.
- You remember last time you worked together
- She is avoiding you... As the days roll by, you convince yourself that she is even trying to sabotage you.
- In fact, she never liked you.
- If she needs something from you, forget it you won't share it!
- You can't stand her either and start to complain to others about her
- Next time you see Mary, you give her a dirty look and other team members notice the communication breakdown

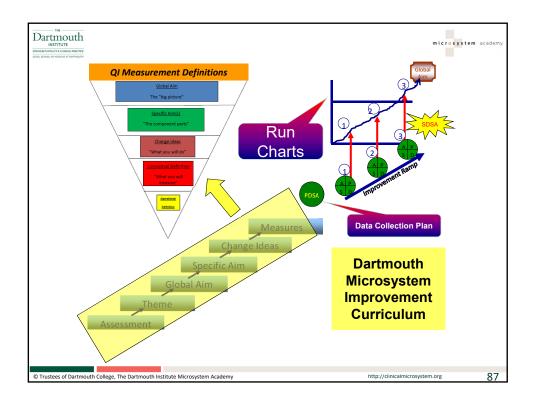
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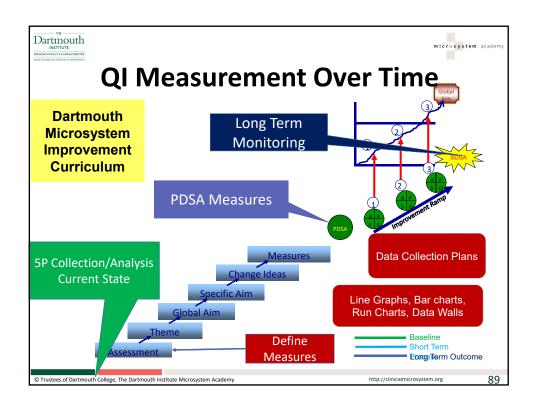


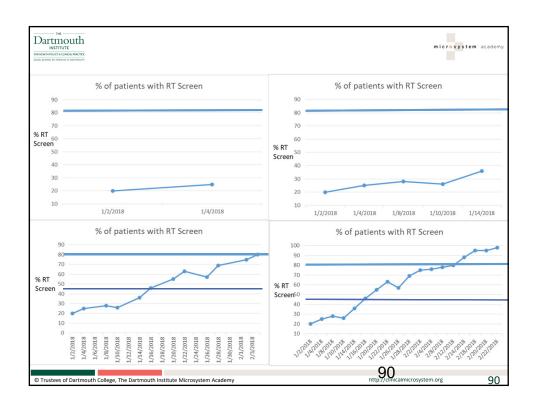


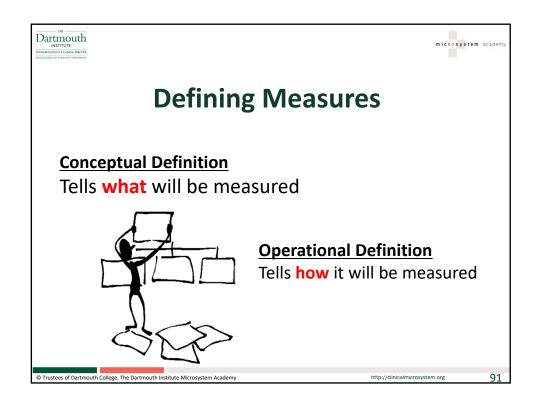


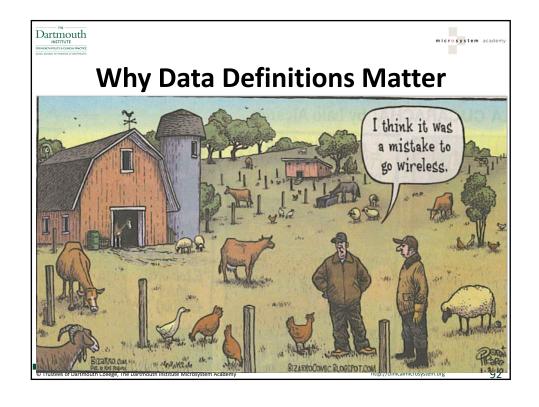


Linking Measures to Improvement • Ensure measures and improvements are linked from Global Aim to Change idea. • Clearly defined measures are critical. • A clear and tested data collection plan is important to ensure we collect accurate and consistent data.

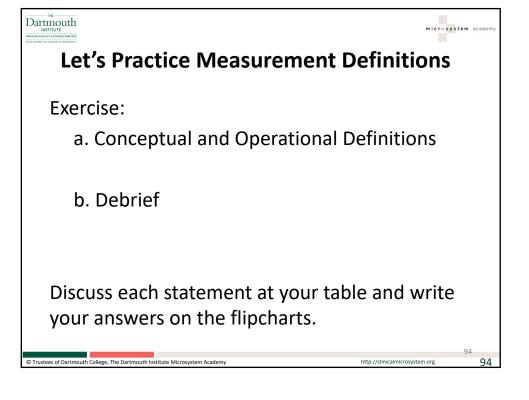


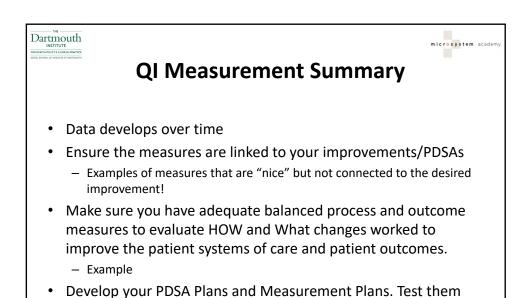












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- Improvement Science Team Coaching
- Humanize improvement experience and work
 - Helping, humble inquiry, compassion!
- Link to the organization

before you roll out the PDSA

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- Learn and practice new empathic communication
- Always answer the question
 - Is the change an improvement?

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