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Unknown

From: McKenna, Kevin
Sent: Friday, August 26, 2005 10:16 AM
To: Griffin, Robert; Thinnis, Lynley K; Fors, Susanne (Seroquel); Limp, Gerald L
Subject: FW: Invitation to Influencing Skills Workshop for Global & Regional RADs (US)

All,

I strongly encourage you to participate in this course. Space is limited so please act quickly. I shall look forward to receiving the confirmation notice of your signing up for this opportunity.

Kevin

-----Original Message-----

From: Beauchamp, Louise A
Sent: Friday, August 26, 2005 8:22 AM
To: Dea, Donna M; Hunt, Ian; Melville, Margaret G; Whealy, Mary E; Lancaster, Cindy; Briggs, Maurice; Eliason, Mark S; Dundore, Ron; Gigger, Emery; Fors, Susanne (Seroquel); Kummeth, George; Blandin, Barbara; Griffin, Robert; Limp, Gerald L; Thinnis, Lynley K; Dommissie, Cynthia S; Kelleher, Frances M; Robinson, Susan R (REG); Wible, Renee; Gans-Brangs, Kathy R; Couture, Eric; DeSiato, Mark A; Wummer, Neil; Ealer, Norbert R; Timko, Robert J; Aleva, Diane; Shtohryn, Liuda; Rullo, Greg G
Cc: Henriksson, Marie; Miller, Steven; Daniels, Moira; McKenna, Kevin; Milsted, Bob RAV (UK); Smith, Pam; Ward, Barbara E; AZRA LEAD LMS ADMIN, Alderley Park
Subject: Invitation to Influencing Skills Workshop for Global & Regional RADs (US)

Influencing Skills Workshop for Global & Regional RADs

AIMED AT: Global and Regional RADs, limited space available for this workshop

Presented by: Sheppard Moscow
Venue: Wilmington, US (further details to follow)

Date(s) & Time: The Workshop will be 2+2 days (Oct & Nov)

This workshop should be a prioritized activity and it is important that you can attend both modules

18th & 19th October 05 - Module 1
29th & 30th November 05 - Module 2

You have to register for both modules no later than September 16th, 2005.

If you wish to attend please register by e-mail and we will confirm after the cut-off whether you have a place on the workshop

[<mailto:AZRA LEAD LMS Admin, Alderley Park>](mailto:AZRA LEAD LMS Admin, Alderley Park)

Background Information:

Influencing others is a key requirement of the role of a RAD.

- Externally - with Regulatory Agencies

- Within AZ - influencing cross-functional colleagues in the Global Product Teams and at the Therapy Area level, also mobilising resources, generally getting their views heard and respected

The function has been considering the development needs of AZ's RADs, and you are the first RADs to be invited. The invitation has been done so there is a mix of TA's and Regions.

For 2005 there will be 3 Workshops planned 2+2 days.

Who should attend?

Global and Regional RADs, The intention is that all RADs should participate this Training.

Purpose

- To develop personal skills in advocacy and influence in order to enhance impact as an advocate of Regulatory Affairs.
- To develop a shared sense of purpose for raising the profile of Regulatory Affairs within the organisation to ensure its voice is heard.
- To enhance relationships and effectiveness with external Regulatory Agencies.

The aim is to increase individuals':

- self confidence
- self awareness
- ability to get their needs met internally and influence cross-functional colleagues
- ability to influence Agencies/Regulators

Objectives:

- To understand the impact of their personal style and how to vary this style to influence AZ staff and agency members
- To facilitate effective outcomes from internal resource negotiations so that regulatory efforts are effectively resourced in support of Global Product team effort.
- To facilitate effective outcomes from GPT and TAMT meetings that fully articulate risks and maximise commercial benefit.
- To share best practice and experience of working with cross-functional teams so that they can develop flexibility in their approach.
- To develop increased self-confidence when dealing with AZ internal staff.
- To develop the skills of advocacy

Marie Henriksson
Head of Learning & Development

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