



Academic Detailing Techniques Virtual Training: Day 1

DATE

TIMING	CONTENT & FORMAT	WHO?
12:30 p.m. – 1:00 p.m.	Prep Time for Home Team & Facilitators	<i>NaRCAD home team + facilitators</i>
1:00 p.m. – 1:15 p.m.	WELCOME & INTRODUCTIONS <ul style="list-style-type: none"> Welcome, housekeeping, introductions, warm-up Team introductions 	All group/main room <i>NaRCAD home team to lead</i>
1:15 p.m. – 2:15 p.m.	INTRODUCTION TO AD & MODEL OF A DETAILING VISIT <ul style="list-style-type: none"> Foundations and impact of AD Example of a 1:1 meeting with a clinician 	All group/main room <i>NaRCAD home team to lead</i>
2:15 p.m. – 2:30 p.m.	BREAK	
2:30 p.m. – 3:45 p.m.	BREAKOUT: LEARNING ABOUT & PRACTICING INTRODUCTIONS <ul style="list-style-type: none"> Trainees will learn key elements of a successful introduction and essentials for getting in the door for the 1:1 visit with clinicians 	Breakouts <i>Facilitators to lead</i> <i>(Note: Trainees will join these same, pre-assigned breakouts for remainder of the breakout sessions. Breakouts will include role play.)</i>
3:45 p.m. – 4:00 p.m.	BREAK	
4:00 p.m. – 4:45 p.m.	BREAKOUT: LEARNING ABOUT NEEDS ASSESSMENTS <ul style="list-style-type: none"> Trainees will practice asking and reflecting on needs assessment questions 	Breakouts <i>Facilitators to lead</i> <i>(Note: Trainees will join these same, pre-assigned breakouts for remainder of the breakout sessions. Breakouts will include role play.)</i>
4:45 p.m. – 4:55 p.m.	WRAP-UP & EVALUATIONS	All group/main room <i>NaRCAD home team to lead</i>



Academic Detailing Techniques Virtual Training: Day 2

DATE

TIMING	CONTENT & FORMAT	WHO?
1:00 p.m. – 1:30 p.m.	WELCOME & KICK-OFF <ul style="list-style-type: none">Review of the detailing aid and materials that will be used for this training	All group/main room <i>NaRCAD home team to lead</i>
1:30 p.m. – 2:45 p.m.	BREAKOUT: LEARNING ABOUT & DELIVERING KEY MESSAGES <ul style="list-style-type: none">Trainees will learn how to deliver a behavior change recommendation to clinicians	Breakouts <i>Facilitators to lead</i>
2:45 p.m. - 3:00 p.m.	BREAK	
3:00 p.m. – 4:15 p.m.	BREAKOUT: LEARNING ABOUT CLINICIAN OBJECTIONS <ul style="list-style-type: none">Building on the previous breakout, facilitators will cover how to overcome potential objections during key message delivery	Breakouts <i>Facilitators to lead</i>
4:15 p.m. – 4:45 p.m.	ASK THE EXPERTS PANEL <ul style="list-style-type: none">Trainees will have the opportunity to ask our experts anything they want to know about detailing	All group/main room <i>NaRCAD home team to lead</i>
4:45 p.m. - 4:55 p.m.	WRAP-UP & EVALUATIONS	All group/main room <i>NaRCAD home team to lead</i>



Academic Detailing Techniques Virtual Training: Day 3

DATE

TIME	CONTENT & FORMAT	WHO
1:00 p.m. – 1:15 p.m.	WELCOME & WARM-UP	All group/main room NaRCAD home team to lead
1:15 p.m. – 2:30 p.m.	BREAKOUT: LEARNING ABOUT SUMMARY & CLOSE <ul style="list-style-type: none">Facilitators will lead trainees through summarizing and closing a visitTrainees will review all steps of a visit in preparation for a full practice session	Breakouts Facilitators to lead
2:30 p.m. – 2:45 p.m.	BREAK	
2:45 p.m. – 4:30 p.m.	FINAL BREAKOUT: COMPLETE VISIT ROLE PLAY <ul style="list-style-type: none">Trainees will practice putting the pieces of a visit together to role play a complete visit	Breakouts Facilitators to lead
4:30 p.m. – 4:45 p.m.	STAYING CONNECTED & SECRETS OF A SUCCESSFUL DETAILER <ul style="list-style-type: none">NaRCAD will share resources for staying connected with the AD community after the trainingFacilitators will share final tips and tricks with trainees	All group, main room NaRCAD home team to lead
4:45 p.m. – 5:00 p.m.	WRAP-UP & EVALUATIONS	All group, main room NaRCAD home team to lead