



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. – 1:20 p.m.	WELCOME & INTRODUCTIONS: <ul style="list-style-type: none"> Welcome, housekeeping, introductions, warm-up, refresher content Facilitator introductions 	All group/main room <i>NaRCAD home team to lead</i>
1:20 p.m. – 2:15 p.m.	REVIEW OF DETAILING AID & CLINICAL CONTENT: <ul style="list-style-type: none"> NaRCAD will review the detailing aid and materials that will be used for this training. 	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: INTRODUCTIONS & GETTING IN THE DOOR <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. – 4:15 p.m.	BREAK	
4:15 p.m. – 4:40 p.m.	EXPERT DETAILER PANEL: TIPS FOR SETTING UP 1:1 VISITS <ul style="list-style-type: none"> Want to know how to overcome barriers to gaining access? NaRCAD team and facilitators will share different approaches to gaining access. 	All group/main room <i>NaRCAD home team to lead</i>
4:40 p.m. – 4:45 p.m.	WRAP-UP & PLANS FOR TOMORROW	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. – 1:05 p.m.	WELCOME & WARM-UP	All group/main room <i>NaRCAD home team to lead</i>
1:05 p.m. – 1:50 p.m.	BREAKOUT: NEEDS ASSESSMENT <ul style="list-style-type: none">Building on Day 1, breakout groups will practice asking and reflecting on needs assessment questions.	Breakouts <i>Facilitators to lead</i>
1:50 p.m. – 2:20 p.m.	BREAK	
2:20 p.m. – 3:20 p.m.	BREAKOUT: KEY MESSAGES AND BENEFITS <ul style="list-style-type: none">Facilitators will teach the importance and delivery of key messages.	Breakouts <i>Facilitators to lead</i>
3:20 p.m. – 3:50 p.m.	BREAK	
3:50 p.m. – 4:55 p.m.	BREAKOUT: HANDLING BARRIERS & OBJECTIONS <ul style="list-style-type: none">Building on the previous breakout, facilitators will cover how to overcome potential barriers and objections during key message delivery.	Breakouts <i>Facilitators to lead</i>
4:55 p.m. – 5:00 p.m.	WRAP-UP & OVERVIEW OF DAY 3	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. – 1:05 p.m.	WELCOME & WARM-UP	All group/main room NaRCAD home team to lead
1:05 p.m. – 2:15 p.m.	BREAKOUT: SUMMARY, CLOSE, COMMITMENT <ul style="list-style-type: none">Facilitators will lead trainees through summarizing and closing a visit.Breakout groups will review all steps of a visit in preparation for a full practice session.	Breakouts Facilitators to lead
2:15 p.m. – 2:45 p.m.	BREAK	
2:45 p.m. – 4:15 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 (8-10 minutes of role play/trainee; 3-5 minutes of feedback per role play).	Breakouts Facilitators to lead
4:15 p.m. – 4:30 p.m.	BREAK	
4:30 p.m. – 4:50 p.m.	STAYING CONNECTED: NARCAD'S ROLE IN CHEERING YOU ON! <ul style="list-style-type: none">NaRCAD will share resources for staying connected with the AD community after the training.	All group, main room NaRCAD home team to lead
4:50 p.m. – 5:00 p.m.	SECRETS OF A SUCCESSFUL DETAILER <ul style="list-style-type: none">Facilitators will share final tips and tricks with trainees.	All group, main room NaRCAD home team to lead