

NaRCAD

Academic Detailing Techniques Virtual Training

Day 1

<i>Timing</i>	<i>Content</i>	<i>Format</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 NaRCAD home team to lead
1:15 p.m. – 2:00 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 NaRCAD home team to lead
2:00 p.m. – 2:20 p.m.	BREAK	
2:20 p.m. – 3:30 p.m.	BREAKOUT: 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 Facilitators to lead
3:30 p.m. – 3:50 p.m.	BREAK	
3:50 p.m. – 4:50 p.m.	BREAKOUT: CONDUCTING NEEDS ASSESSMENTS <ul style="list-style-type: none">• Trainees will practice asking and reflecting on needs assessment questions	Breakouts Facilitators to lead
4:50 p.m. – 4:55 p.m.	WRAP-UP	All group/main room NaRCAD home team to lead

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Day 2

<i>Timing</i>	<i>Content</i>	<i>Format</i>
1:00 p.m. – 1:35 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 NaRCAD home team to lead
1:35 p.m. – 2:35 p.m.	BREAKOUT: DELIVERING KEY MESSAGES <ul style="list-style-type: none">Trainees will learn how to deliver a behavior change recommendation to clinicians	Breakouts Facilitators to lead
2:35 p.m. - 2:55 p.m.	BREAK	
2:55 p.m. – 4:15 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 Facilitators to lead
4:15 p.m. – 4:35 p.m.	BREAK	
4:35 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 NaRCAD home team to lead
4:45 p.m. - 4:50 p.m.	WRAP-UP	All group/main room NaRCAD home team to lead

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Day 3

<i>Timing</i>	<i>Content</i>	<i>Format</i>
1:00 p.m. – 1:10 p.m.	WELCOME & WARM-UP	All group/main room NaRCAD home team to lead
1:10 p.m. – 2:20 p.m.	BREAKOUT: SUMMARIZING & CLOSING A VISIT <ul style="list-style-type: none"> Facilitators will lead trainees through summarizing and closing a visit Trainees will review all steps of a visit in preparation for a full practice session 	Breakouts Facilitators to lead
2:20 p.m. – 2:40 p.m.	BREAK	
2:40 p.m. – 4:10 p.m.	FINAL BREAKOUT: ROLE PLAYING A COMPLETE VISIT <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
4:10 p.m. – 4:30 p.m.	BREAK	
4:30 p.m. – 4:50 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 training Facilitators will share final tips and tricks with trainees 	All group, main room NaRCAD home team to lead
4:50 p.m. – 4:55 p.m.	WRAP-UP & EVALUATIONS	All group, main room NaRCAD home team to lead