**Goal One: Physician Negotiation Education and Training**

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<th>November to December</th>
<th>January to March</th>
<th>April to June</th>
<th>July to August</th>
<th>September to December</th>
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<td><strong>Assess the current IDSA survey data, and perform a gap analysis.</strong></td>
<td><strong>Collect supplemental data.</strong></td>
<td><strong>Conduct targeted interviews.</strong></td>
<td><strong>Summary of interview findings</strong></td>
<td><strong>Socialize key data findings and resources among IDSA members.</strong></td>
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**Concurrent work streams.**

- Assessment of IDSA compensation survey questions and findings
- Supplemental survey for IDSA members
- Summary of interview findings
- Inventory of best practices and novel approaches by practice setting
- Hospital-employed provider compensation negotiation playbook
- AMC-employed provider compensation negotiation playbook
- Independent/private practice PSA negotiation playbook

**Combined subtasks, likely same interviewees.**

- Webinars, practice briefs, education sessions at IDWeek, IDSA Academy offerings

**Deliverables**

- Concurrent work streams.
- Combined subtasks, likely same interviewees.