

# **Meet Our Faculty**





#### Tom Tracy | VP, Strategic Business Planning | Clinical Redesign

Tom has spent his career serving vulnerable Medicaid populations with a focus on individuals with serious mental illness. Tom has had the privilege to oversee a wide range of mental health programs including partial care, outpatient, ACT, in-home therapy, supportive housing, and juvenile justice involved, to name a few. Prior to joining United, Tom served as the Chief Administrative/Strategy Officer for one of the largest community-based behavioral health organizations in Southern New Jersey. Tom has trained at the local, state and national levels on topics such as care planning, service delivery, clinical documentation, outcome measures, gender, sexuality, diversity, suicide prevention and stages of change. He embraces the philosophy that all people can experience recovery. He enjoys growing talent and teaching to expand clinical skill sets. Tom has a Masters in Social Work and a Master's of Science in Management & Leadership. He is a NJ Licensed Clinical Social Worker, an ACS and NJ approved clinical supervisor, and a Project Management Professional (PMP). He and his husband are proud fathers to an adorable daughter.

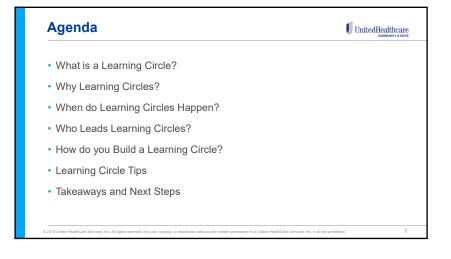


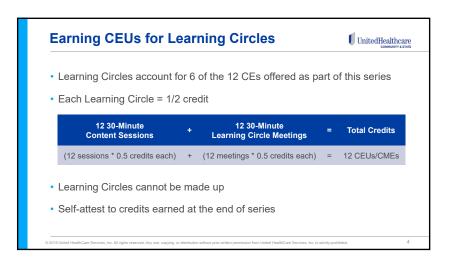
#### Terri Weisser | Instructional Designer | Learning, Replication and Dissemination | Clinical Redesign

Terri brings over 25 years' experience in learning and development across multiple industries. She has earned a coveted Brandon Hall Award for Best Use of Blended Learning and is a recipient of the UnitedHealthcare Service Hero award. Most recently with UHC's Community and State, Terri drives to bring innovation and engagement to all facets of learning and works to help audiences interact with the content. Prior to joining Clinical Redesign, Terri worked with the Benefit Operations team where she led the creation of ground-breaking new hire program rooted in the corporate culture. She is also a UHG Culture Ambassador and enjoys mentoring others interested in instructional design and adult learning theory. Terri is based outside of Dallas with her husband, son, and rescue doo.

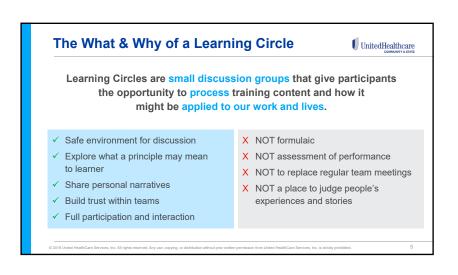
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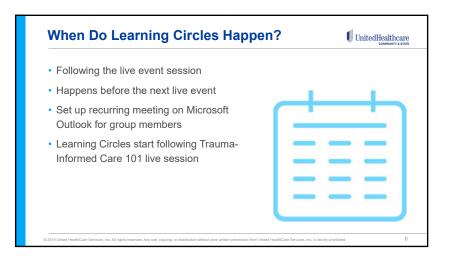




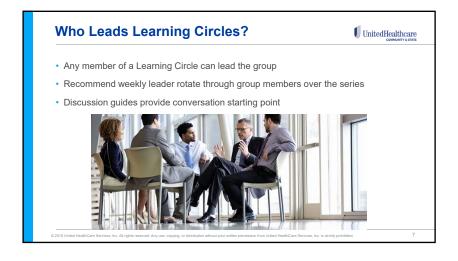


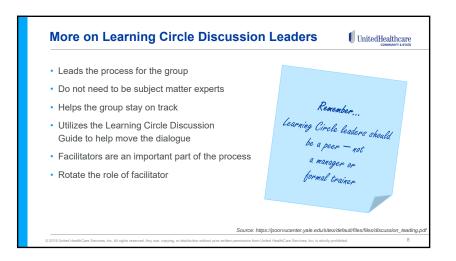




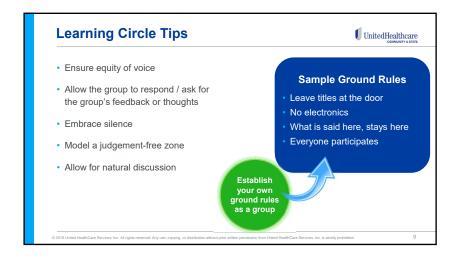


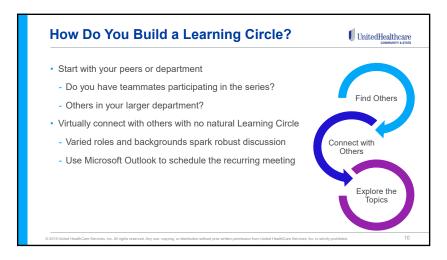




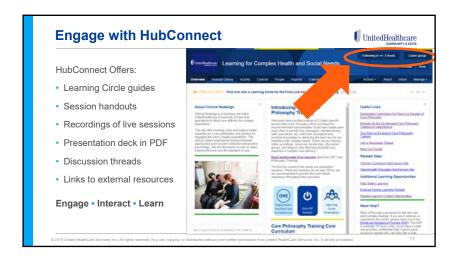


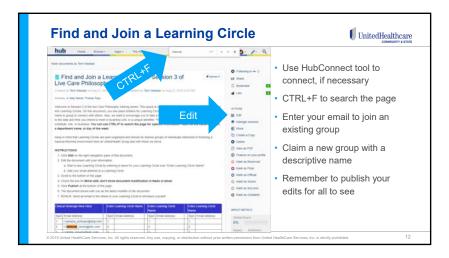


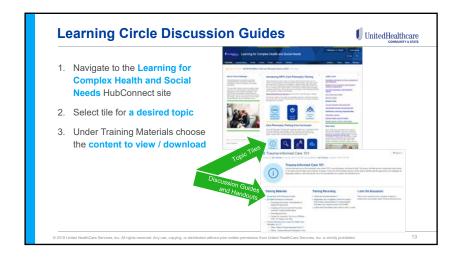






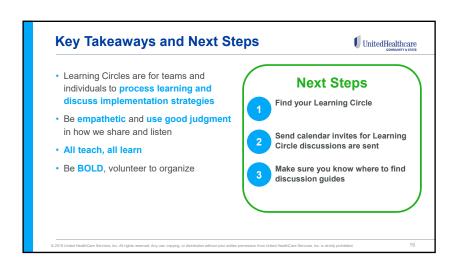
















## **Active Listening 101**



- Pay Attention Be focused on the moment. Nod verbally to show you are listening using phrases, like "right", "mmhmm", and "I hear you".
- Withhold Judgement Be open to new ideas and perspectives without arguing or giving your opinion too quickly.
- Reflect Mirror the other person's emotions in your tone of voice. Rather than assuming you
  understand correctly, paraphrase key points.
- Clarify Ask open-ended questions (what, when and how) to encourage the other person to expand their ideas, while inviting reflection and thoughtful response.
- Summarize Restate key themes throughout conversation to solidify your understanding of the
  other person's point of view. Ask them to do the same.
- Share After understanding the person's perspective, share your own thoughts and experiences that may have been triggered by something they said in the conversation.

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# Sample Phrases to Respectfully Disagree



Always practice empathy and consider the other person's perspective before responding.

- "I want to ask a question about what he said because I'm not sure I agree."
- "I want to piggy back on what \_\_\_\_ said."
- "I see your point, and..."
- "I disagree, but would like to know more about your point of view."
- "I can tell this is an issue you're passionate about. Can you tell me how you arrived at this viewpoint?"
- "Since I've listened to your point of view, can I tell you more about what I believe?"

Sources: https://www.weareteachers.com/teach-students-respectful-disagreeme

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# **Additional Resources**



### Use these resources for extra learning:

- Harvard Business Review: What Great Listeners Actually Do https://hbr.org/2016/07/what-great-listeners-actually-do
- UnitedHealth Group LearnSource/Skillsoft course titled "<u>Using Active</u> <u>Listening in Workplace Situations</u>"
- UnitedHealth Group LearnSource/Skillsoft course titled "Polishing Your Feedback Skills"

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