

INTRODUCTION

Guidance Document on Intended Use of Tools/Resources

Note: Any tools and/or resources used from this Toolkit should be adapted for your own laboratory or health system, as appropriate-

NAME	DESCRIPTION	HOW TO USE
0-0 Introduction	Presentation introducing ASCP Negotiation and Advocacy Toolbox	Use this presentation to provide an overview of the ASCP Negotiation and Advocacy toolbox - a roadmap to advocating for the needs of your laboratory-
0-1 Introduction_Intended Use	Resource for every Toolkit which includes each document included in the toolkit and its potential intended use by end-users	Use this document to better understand the documents and tools in each Toolkit and how they can be used to better advocate for your laboratory's needs
0-2 Introduction_Supp Refs	Additional references and resources relevant to each Toolkit	Use this document to obtain additional references and resources for each pillar topic
0-3 Strategic Planning Tools_v1_072023	Presentation on Strategic Planning Tools	This presentation introduces strategic planning methods that can be used for the laboratory, including establishing a strategic plan team, performing SWOT analysis, and developing SMART goals-
0-4 Strategic Plan Presentation_v1_072023	Presentation on strategic plan for the laboratory	Presentation describing process that managers/directors can use to create a strategic plan for their lab
0-5 Mastering the Art of Negotiation in the Laboratory	Presentation outlining emotional intelligence, conversational intelligence, and negotiation skills necessary to create career success and positive laboratory outcomes	Presentation from ASCP KnowledgeLab 2024

