

Program: **Certificate in Occupational Health Nursing**

Course: **COHN 5200 – The Business of Occupational Health in Industry**

Instructor: **Shelly Ptolemy**

Course Description:

The intent of the course is to help OHNs develop business acumen in their roles. Typically OHNs are not so prepared and sometimes unconfident when they have to present, measure, sell and negotiate for occupational health programs in the workplace. This course is meant to prepare the OHN to lead and influence others to be able to convince workplaces the value of implementing occupational health services and programs.

Course Objectives:

This course will focus on basic components of business operations intended to empower the occupational health nurse to understand basic principals of business in order to successfully work as a full member of an organization in the corporate setting.

Upon completion of this on-line course, the student will be able to:

1. Understand the process involved in assessing service gaps and needs
2. Understand the method of planning the structure of an occupational health service and calculate the cost benefit for the service
3. Learn the steps for developing performance indicators and tools of measurement
4. Recognize the value of developing presentation and negotiation skills
5. Use nursing leadership principals to advance their capability in practice

Course Outline:

Module 1: Introduction

Module 2: Gap Analysis

Module 3: Planning, Costs and Benefits

Module 4: Outcomes, Indicators, and Measurement

Module 5: Presentation Skills

Module 6: Occupational Health Nursing Leadership Development

Module 7: Negotiation Skills

Academic Requirements:

One Written Assignment worth 100%