



DENTAL BUSINESS ADMINISTRATION MASTERSHIP COURSE

Only for Dentists & Dental Managers/ Administrators



DENTAL BUSINESS ADMINISTRATION

Earn Control – Maintain Power

A Business Administration Mastership designed exclusively from Dentists for Dentists & Dental Managers / Administrators.

This program is carefully designed to fulfill all today's dentists' needs and quests.

It addresses Dentists & Dental Managers / Administrators who are now graduating, starting their career or have a constant need of upgrading and updating their business.

Running a dentistry is a very challenging task and we ought to be prepared for every situation. But even when we have the knowledge and experience there is always something new and different that we have to keep up with.

PROGRAM AIM

This program's main aim is to create every dentistry's individual character in order to differ from competition and always earn and be the best in power and patients preferences.



IF YOU ARE IN CONTROL
YOU HAVE TO REMAIN
AND IF YOU LOST CONTROL
YOU MUST EARN IT AGAIN!

COURSE CONTENT

- Marketing
- Patient Satisfaction Surveys
- Accounting
- Economics
- Leadership skills Negotiation Skills
- Human Resources Management
- How to write your own business plan
- Consumer behavior
- Presentation & Assessment of a Business Plan

At the end of the course:

- Creation of a business Plan for your Clinic
- Case Documentation Discussion

OUR GOAL

Our Goal is to prepare Dentists and Dental Managers/Administrators to undertake their business as entrepreneurs and to make them able to solve problems concerning:

- Human Resources Management
- Marketing
- Accounting
- Economics
- Leadership skills
- Negotiation skills
- Consumer Behavior
- Presentation & communication
- Presentation & Assessment of a business Plan

WHAT SHOULD PARTICIPANTS EXPECT FROM THIS PROGRAMM

For a Dentist to be able to always have full control of his/her dental clinic he/she ought's to have some general knowledge concerning all professions that constitute his group.

This is where this program aims!

Dental schools prepare the doctors only for the medical part of their clinic.

WE EDUCATE

the Dentist and the Dental Managers/ Administrators concerning everything they will need business oriented.

WHY DBA

- A program designed from Dentists for Dentists and Dental Managers/ Administrators
- Includes all necessary knowledge to run you own clinic
- Business consultation & Guidance
- Location
- Small Class Sizes
- Top Educators

LOCATION

Yiannikos Centre for Holistic Dentistry
8 Alkeous & Pindarou Str.
1060,
Nicosia, Cyprus

DATE:

19th to 23rd February 2016

TIME:

10:00am. to 18:00pm.

DBA receives no commercial support for this program

COURSE FEE OPTIONS:

Different fee options are offered for DBA Mastership Course in order to adapt & satisfy all candidates' requirements and individual needs.

Option 1	Daily Session / Module	550€
Option 2	Selection of any 5 Modules or selection of attending only 1st or 2nd session	2750€
Option 3	Early Bird Fee (consists of 10 Modules / 2 Sessions)	4500€
Option 4	Standard Course Fee (consists of 10 Modules / 2 Sessions)	5000€

TEACHING METHODS

A unique combination of lecture, participation & demonstration is especially designed for DBA Mastership course in order to achieve most stimulation and comprehension from candidates.



OBJECTIVES

Knowledge:

Fundamentals of:
Marketing, Management, Accounting, Economics,
Human Resources, Consumer Behaviour.

Skills:

- Be Managers and Directors of their own clinic.
- To make case presentations
- To select the most appropriate associates for their clinic

Mentality:

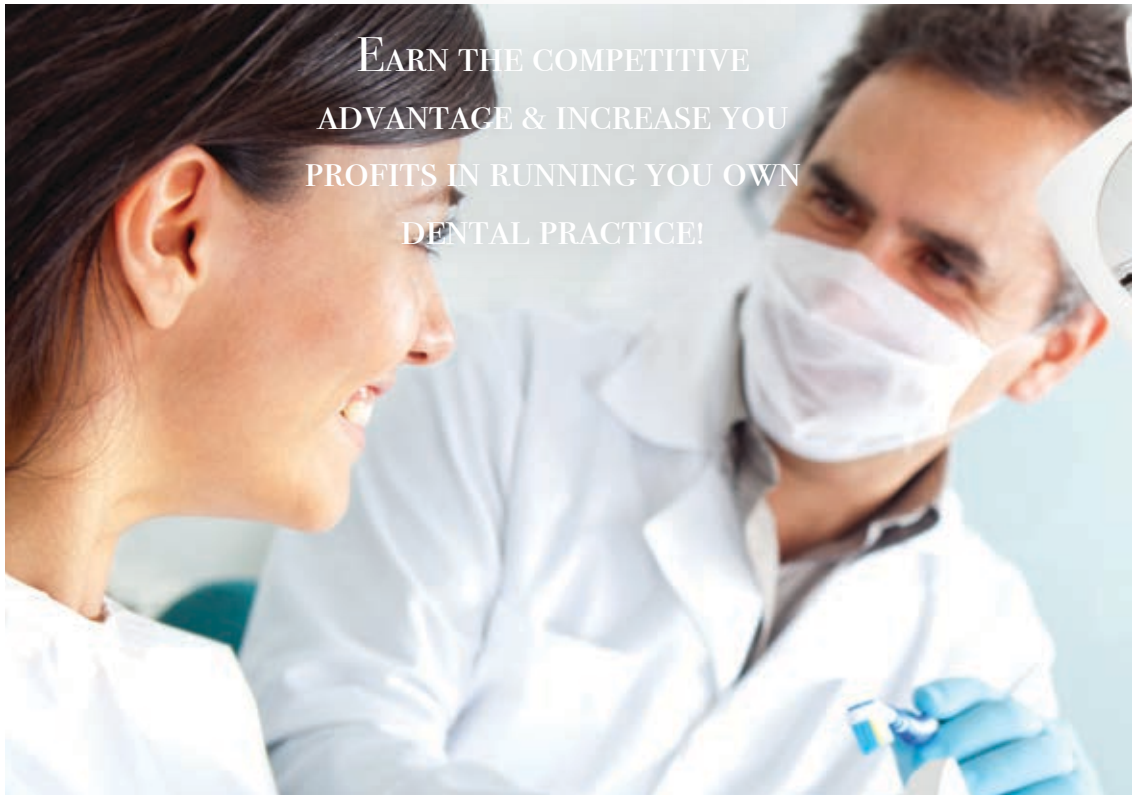
- Be able to handle and coordinate their team and patients affectively
- Confidence
- Maximise Performance

ADA CERP® | Continuing Education Recognition Program

This continuing education activity has been planned and implemented in accordance with the standards of the ADA CERP through joint sponsorship between Big Sky Seminars and DBA – Dental Business Administration Mastership Course.

Big Sky Seminars is an ADA CERP Recognized Provider.

Big Sky Seminars designates this activity for 60 hours continuing education credit.



EARN THE COMPETITIVE
ADVANTAGE & INCREASE YOUR
PROFITS IN RUNNING YOUR OWN
DENTAL PRACTICE!



COURSE LEADERS:

Dr. Anna-Maria Yiannikos

DR. ANNA-MARIA YIANNIKOS:

**Course Director/ Keynote
Lecturer**

Dr. Yiannikos has the advantage of being one of the few dental practitioners with an MBA degree and has been practicing dentistry for more than 23 years in Cyprus. She is a pioneer in the field

of Dental Lasers and Cosmetic Dentistry. Her Clinical

Research in Dental Lasers received a Golden Award by the ISLD Congress in Berlin 2006.

Furthermore Dr. Anna-Maria Yiannikos has 2 Master Degrees one in Lasers (MSc. 2006) and one in Business Administration (MBA, 2009) and is an Adjunct Faculty Member of AALZ at RWTH Aachen University Campus.

Contact Person:

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– *ONLY FOR DENTISTS & DENTAL
MANAGERS/ADMINISTRATORS*



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Terms & Conditions:

Cancellation Policy: In order to receive full refund of course fees, cancellation notice must be sent at least 30 days prior to the start dates of the course. Yiannikos reserves the rights to change dates or location of program without further notice. Audio or video taping of any kind will NOT be allowed from participants during the course. **Course Fee Agreement:** In order for the participant to guarantee their participation to the course 1/2 of the amount must be paid on the registration date. An invoice will be issued upon receipt of registration form and sent to the participant. Early bird fee applies up to 3 months before the scheduled start date of the course.

Personal Data Protection: Yiannikos is responsible for the protection of your personal data. Your information and personal contact details are used in order to keep you informed of courses and conferences that might interest you. If you do not wish to receive such information please note here ☐

ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by Boards of Dentistry. Concerns or complaints about a CE provider may be directed to ADA CERP at www.ada.org/goto/cerp.