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## **A Message from the Board of Directors: A New Collaboration for ASPE**

**By Karen Lewis, George Washington University School of Medicine and Health Sciences**

Hello, Members. We have some very exciting news to share with you. In the spring of 2015, the ASPE Executive Committee was approached by a Chinese simulation company, Tellyes, Inc., for help in developing an SPE train-the-trainer curriculum. After establishing interest on both sides, Tellyes sent several of their staff to the 2015 ASPE Annual Conference. Talks about collaboration continued over the next few months, resulting in a draft of a Memo of Understanding (MOU) between ASPE and Tellyes. The Board of Directors reviewed the MOU at the January, 2016 face-to-face meeting and voted to pursue the collaboration. In February, committee chairs presented the features of the MOU to their committee members for feedback, and their ideas and concerns are being fed back into the MOU and the collaboration development plan. Now we want to share the plans with you.

### **About Tellyes**

Tellyes, Inc. opened its doors 15 years ago and it represents 35 international companies who make simulation related products, many of which likely reside in members' sim centers—EMS, CAE, Otosim, SynDaver, VirtuMed\*. Tellyes also has a research and development division that makes their own products. The Chinese Ministry of Health is investing in building 1000 hospital simulation training centers throughout China. Tellyes created the standards for those training centers, which include simulated patient facilities. Now Tellyes needs help training the educators who will be doing the teaching in those training centers, and they have come to ASPE for help in training SPEs who can then establish SP Programs in these Centers. Many of the SPEs in training will be healthcare professionals, and the initial learners will be residents and general practitioners. The needs identified thus far are time management and communication skills. Tellyes and ASPE are putting the final touches on the MOU outlining responsibilities for each group. Major features of the MOU and reasons the BOD wants to pursue the collaboration follow.

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## **About the MOU**

### **Responsibilities of Tellyes:**

- Assist the ASPE home office (HO) in the United States with establishing an office in Beijing. The ASPE Beijing office (ABO) will serve as the nucleus for SP training, translation, and dissemination of ASPE HO training content, programs, and certificates of completion. Tellyes will fully finance the ABO setup and daily business operations with at least two full-time staff to work in this office in collaboration with ASPE HO.
- Provide for ASPE HO content developers' costs for creating the train-the-trainer session modules for the Tellyes training centers.
- Provide business class airfare, ground transportation, individual accommodation, meal expenses, and honorariums for a group of 8-12 SP educators to go to China to facilitate basic and advanced training sessions for new SP Educators (SPEs). Tellyes will also cover the costs of the SPs needed for these training sessions.
- Launch the ASPE HO's train-the-trainer curriculum and maintain the content and integrity of the curriculum when executing the SP methodology at the Tellyes training centers.
- Annually provide business class airfare, ground transportation, individual accommodation, meal expenses, and honorariums for a group of SP educators to return to China to perform quality assurance evaluations of the training programs and the new SPEs in practice.
- Provide financial, data collection, analysis, and publication support for ASPE HO research on the train-the-trainer sessions.
- Identify and actively recruit China-based SP educators and others interested in SP methodologies to join the membership of ASPE's HO-based organization with

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the goal of attaining 1000 ASPE individual or institutional memberships in the first year, growing to approximately 6,000 by the end of the third year.

- Provide a financial advance to ASPE HO to cover the home office's annual projected costs.

### **Responsibilities of the ASPE:**

- Permit Tellyes to establish an office location in Beijing to serve as the association's business office in China and use ASPE's name for brand recognition. (ASPE is in the process of registering our name and logo in China.)
- Support the work of the ABO to introduce the ASPE HO training content, programs, and certificates of completion.
- Permit Tellyes to utilize the association's train-the-trainer curriculum in developing and launching SP methodology at the Tellyes training centers.
- Provide 8-12 content developers (all members in good standing) to adapt basic and advanced train-the-trainer modules for Tellyes employees.
- Provide 8-12 ASPE facilitators (all members in good standing) for the train-the-trainer curriculum for Tellyes employees.
- Annually evaluate the effectiveness of the SPE training program in China, through annual site visits as well as data and reports provided by the ABO at the ASPE HO's request.
- Assist Tellyes with an ASPE annual conference in China, including speaker recommendations and content development.

### **Reasons to collaborate with Tellyes**

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- To do so is consistent with our mission to promote best practices in the application of SP methodology for education assessment and research as well as to foster the dissemination of research and scholarship in the field of SP methodology.
- More and more, people are becoming interested in our educational methodology internationally, and if we don't offer it, the methodology will be created by those who don't have our expertise.
- ASPE has been working on a core curriculum for some time. The agreement states that Tellyes will provide the money to cover ASPE's costs of developing train-the-trainer courses. By being able to pay educators for the work, we should be able to turn the curriculum into a product that can be used in China as well as in other countries/settings.
- There is the potential for significant revenue for ASPE. There are 65,000 hospitals in China that could send educators to the new Chinese training centers. Tellyes will charge a fee for the training and enlist trainees as ASPE members. The revenue will be split 50/50 with ASPE.

### **Next steps:**

There is a lot to be done, but here are some of the key tasks ahead.

- Putting protections in place. ASPE has sought legal counsel regarding parameters of business agreements, intellectual property, and trademark protection and is currently putting these in place.
- Devising a curriculum development plan. Immediate Past President, Karen Lewis, will serve as the ASPE/Tellyes Collaboration Project Manager. She will lead a team of ASPE members to determine the curriculum content development priorities and delivery timeline. The plan will in large part be informed by guidelines provided by the Chinese government.

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- Creating a content template. The team will create a content template that will be used across courses. The content will be mapped to ASPE's SOPs and the Ministry of Health Training Center Guidelines.
- Selecting the content developers. To be sure we locate the best expertise ASPE has to offer, the team will devise an application and review process for content developers, and publish the criteria along with a call for applications. Those who wish to be considered must be members in good standing and able to provide evidence of expertise and capacity to achieve the work within the deadline.

There will be much more to come on this subject in the next few months. Our primary means of communicating with you will be through the ASPE e-news and informational webinars. As always, we welcome and encourage your input. Questions can be directed to Karen Lewis at [kllewis@gwu.edu](mailto:kllewis@gwu.edu) or to your Member Liaison, Jamie Pitt at [pittj@wusm.wustl.edu](mailto:pittj@wusm.wustl.edu)

\*Although limited, there is an English version of their website. See [www.tellyes.com](http://www.tellyes.com) and select English.

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