

THE CHALLENGE

In today's Organizations, people rely more and more on presentations, be it to get their point across, to obtain approvals and/or buy-in; to teach a subject; to share information and so on.

AUDIENCE

Individual Contributor, Supervisors and First Line Managers.

OBJECTIVES

Enable participants to:

- separate people from the problem,
- focus on interests rather than "positions",
- work together with "the other" to create options that satisfy both parties,
- succeed in negotiating with more "powerful" people (without giving in to pressure or using dirty tricks).

FORMAT

- 1 pre-webinar (2 hours, 2-4 weeks prior to workshop) to contextualize the program and the "game", and "to get to know" the participants / facilitator.
- One 8-hour workshop (using the experiential learning model):



- 1 post-webinar (2 hours, 4-6 weeks after the workshop), for updates and support on "going-forward".