

## FEEDBACK ON TRAINING & DEVELOPMENT

Attended: 6 Returned Feedback forms: 6

The aim of this workshop is to equip members with a range of new tools that will allow them to influence with integrity. The negotiation element breaks down the process of negotiation and allows members to practice the skills involved in the situations they may face. Increasingly there is pressure on politicians to exercise these skills with integrity and to work with a wide range of stakeholders in their area of influence.

At the end of the session those attending will:

- Have developed a tool kit of influential behaviours
- Be able to negotiate fair and effective agreements using principled negotiation

### STRENGTHS

- Practical in role as councillors. Importance of preparation. In bargaining – decide
- decide on realistic/ intended outcome.
- Comprehensive input from fellow members, very useful
- Interesting delivery and putting into context the true skills of negotiation
- Very helpful in affirming experience
- Got to know influential negotiating skills and soon
- Keith presented another to his skilled persons, Steering and controlling us well teaching us new skills.

### WEAKNESSES

- Too few attendees

### OPPORTUNITIES

- More practical exercise
- No once again more councillors should attend
- These are when needed to do negotiation, will help this training and knowledge.
- The people who should have joined this presentation were noticeably absent.
- Thank you Keith for a super evening
- Keith will email the presentation to us.

### TRAINING SCORE

Poor	
Adequate	
Good	
Very good	4
Excellent	2