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## **Gaining Commitment - Workshop Specification**

The Gaining Commitment Workshop helps participants through the difficult yet critical process of winning commitment for their business case proposals, propositions, Failure to do this costs the practitioner progress, credibility and opportunity, costs the stakeholder time and progress and costs the organisation value. Success requires confidence, assertiveness, preparation and an appreciation of the dynamics in play

### **Format**

The workshop is run as a one day event in-house, for up to 12 participants. From time to time public events will be held where individuals from various organisations can attend. There is a blend of facilitator led discussions, group discussions and report back, and role play and review.

### **Costs**

The in-house event is \$8,250 plus GST and includes all handouts and materials. The client will provide the venue. The public workshop is \$950 including all hand-outs, materials, refreshments and venue costs.

## Gaining Commitment - Workshop Outline



