



Eat the Elephant **'Helping people achieve the objective'**

Essential Management Development skills

Strategic Thinking

Who is it for ?

A workshop aimed at Leaders and Managers who are tasked with understanding and relating the long term direction of the council.

What is it about and what will it do ?

Develop managers to take a wider and more strategic view of operations and strategic alliances, where the need to balance their own area with the wider picture is vital.

Typical Objectives

To enable leaders and managers to practically understand the need to influence and negotiate their own area into a wider strategic picture – and how to do it effectively.

Indicative Outline Content

- **Nature, purpose and difficulty in networking – how to sustain**
- **Identification of relevant networks – skills and practices**
- **Why making insular decisions and activities doesn't work**
- **Formal and informal negotiation skill**
- **Techniques to influence others**
- **Value systems and barriers to acceptance**
- **Using the 'right' language**
- **Getting the win:win idea**

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