

Not pushing own idea but create Win-Win idea thru understanding other ideas

# Constructive discussion

★ Solve typical issues at discussion as below...

- ◆ Discussion ends without conclusion but just list of raised ideas
- ◆ Often bigger voice or stronger person's idea is selected
- ◆ Discussion often becomes argument due to each one's pushing own idea to the other

## Feature of WS

- ◆ Experienced Vietnamese Trainer will conduct the course with many practices
- ◆ The training result report containing test and practice result will be sent to participating company after the course

## □ Overview of the course

Day 1 (HN: 17<sup>th</sup> December)

### 1. Discussion is to combine and improve ideas

**Lecture:** Discussion is not for collecting idea or sharing idea but for creating new idea

**Practice:** Recognize improvement points in discussion

### 2. Distributive and Integrative discussion

**Lecture:** Discuss not by pushing or stealing but by improving each other

**Practice :** Confirm understanding of distributive and integrative discussion

### 3. Discuss toward shared goal

**Lecture:** Agree on goal of discussion, collaborate discuss toward achieving share goal

**Practice :** Define shared and agreed goal

Day 2 (HN: 18<sup>th</sup> December)

### 4. Identify requirements for defining optimum idea

**Lecture:** Sharing interests behind idea of each party as all the parties' issues need be considered

**Practice :** Sharing interests of all the parties

### 5. Discuss constructively to create optimum new idea

**Lecture:** Create new idea not from each party's point of view but from whole parties' POV

**Practice :** Create new and optimum idea

### 6. Evaluate and select idea objectively. Detail idea to make parties understand the same

**Lecture:** Evaluate and select idea by agreed criteria. Detail idea and confirm everyone's the same understanding

**Practice :** Evaluate and select idea, detail idea

## □ Workshop information

Lecturer

Vietnamese professional (in Vietnamese)

Date & Time

Ha Noi : 17<sup>th</sup> & 18<sup>th</sup>, December, 2024, AM 08:30 ~ PM 05:00

Fee

Offline: 5,100,000VND/pax (include lunch, not include 8%VAT)

Online: 4,700,000VND/pax (not include 8%VAT)

Way of holding WS

Will be informed about 1 week before the WS date (Offline or Online)

**Please contact us now!**

## International Management Training & Consulting

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