

Discuss to create new optimum idea by combining and improving each one's idea

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: 23rd September)

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: 24th September)

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: 23rd & 24th, September, 2021, AM 08:30 ~ PM 05:00

Fee

Offline: 4,500,000VND/pax (include lunch, not include VAT)
Online: 4,150,000VND/pax (not include 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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