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| **Delivery Brief: Negotiation Skills** |
| DESCRIPTION |
| This interactive session aims to help young people understand the skill of negotiation and how this can be used to produce effective outcomes in the world of work. The objective is for students to negotiate the best deal for their company when presenting a pitch to a supplier, with key focus areas being the ability to influence and persuade, to listen and process information and adaptability and flexibility. As negotiation is a top skill for an individual to master in their career, this is a valuable quality for the students to develop at this early stage.  This session is designed for KS3/4 students (ie 11-15 year olds)  Duration: 1 hour 15 mins |
| ROLE OF INDUSTRY VOLUNTEER(S) |
| * The volunteer’s initial role would be to support the session by answering questions when prompted before working with the learners as they develop their negotiation proposals. * Once students have developed their proposals, the volunteer will assume the role of a supplier to facilitate active conversation in order for the students to have the opportunity to practice their negotiation skills and how they would articulate their offer. The Construction Youth Trust delivery lead would be on hand to support the volunteer throughout the session.   *\*As we want learners to have a solid understanding of the key skills employers are looking for in applicants for their opportunities, it is ideal if the volunteer can stress to learners the importance of negotiation esp as pertains to their workplace and provide examples of where they have had successes and faced challenges in this area.* |
| INDUSTRY VOLUNTEER(S) REQUEST |
| **Ideal Industry Participant:** Industry professional(s) particularly in the builder merchants sector. Trades knowledge also very desired  **Example Job Titles:** Builders Merchants, Material suppliers, Bricklayers, Plumbers, Landscapers  **Number of Volunteers**: 3 |

