

Ministry of Health and Population
Negotiating Health Development Leadership Training

September 21-23, 2009

Park Village Hotel, Budanilkantha, Kathmandu
Elizabeth McClintock and Gardner Heaton, CMPartners, LLC

Workshop Agenda

Day 1

Registration and Lunch at Park Village Hotel

Introductions and Purposes of the Workshop

Strategy Exercise: “Win As Much As You Can”

Participants’ Purposes

Introduction to Seven Element Framework of Negotiation

End Day 1 and brief look ahead to Day 2

Day 2

Review Seven Element Framework and Lessons from Strategy Exercise

The Grant: Health Reform Negotiation Preparation, Role-play and Review

Introduction to Negotiation Strategic Compass

Negotiation Technique Lab Using The Grant Role-play

Communication Skills: Inquiry and Advocacy

Communication Skills (continued): Ladder of Inference and Inquiry Drills

Wrap-Up Day 2

Day 3

Review Lessons from Day 2

Dealing with Difficult Tactics

Ministry of Health and Population Applications

- Scenario Preparation in Small Groups, Role-play and Review

Group Discussion on Next Steps

Closing the Session: Feedback Forms and Certificate Ceremony

END OF WORKSHOP