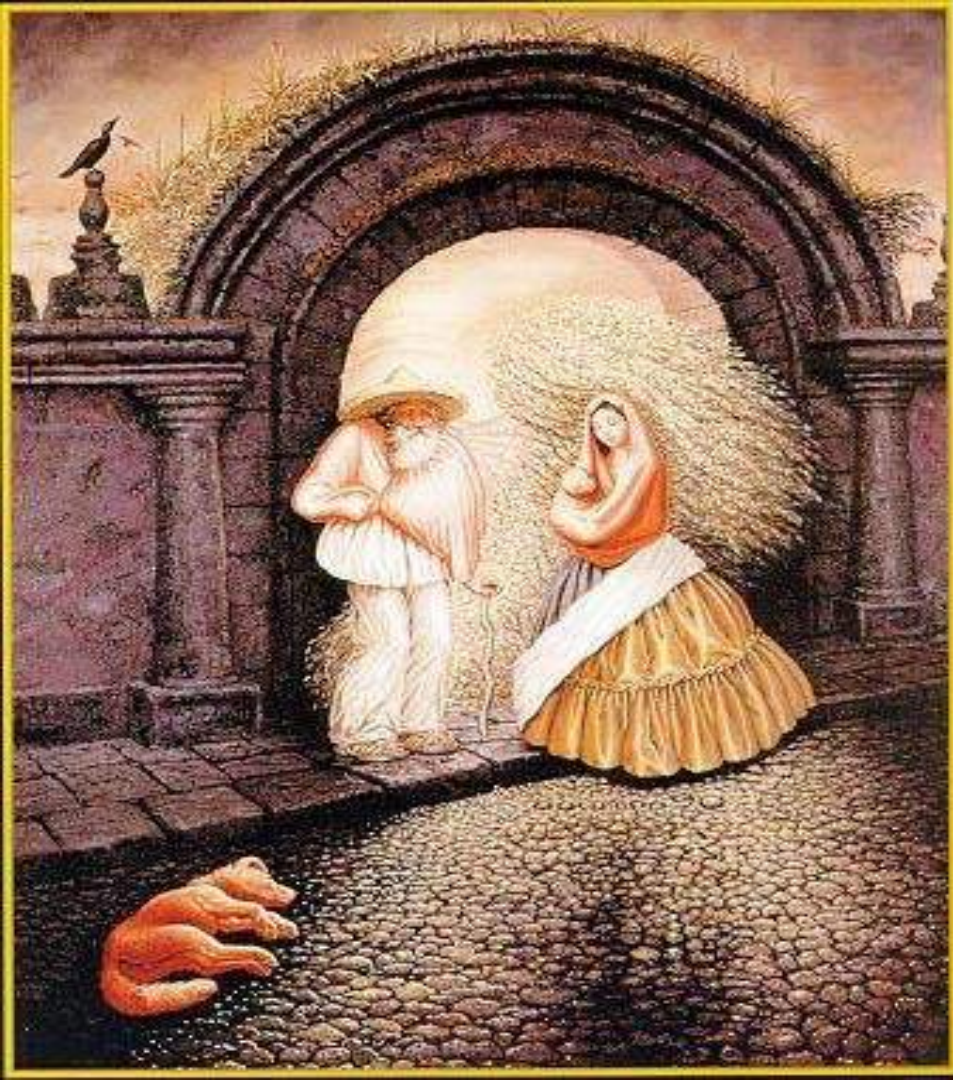


# Building Agreements – How to Pitch to Senior Management



**Session Starts at 1:00pm**

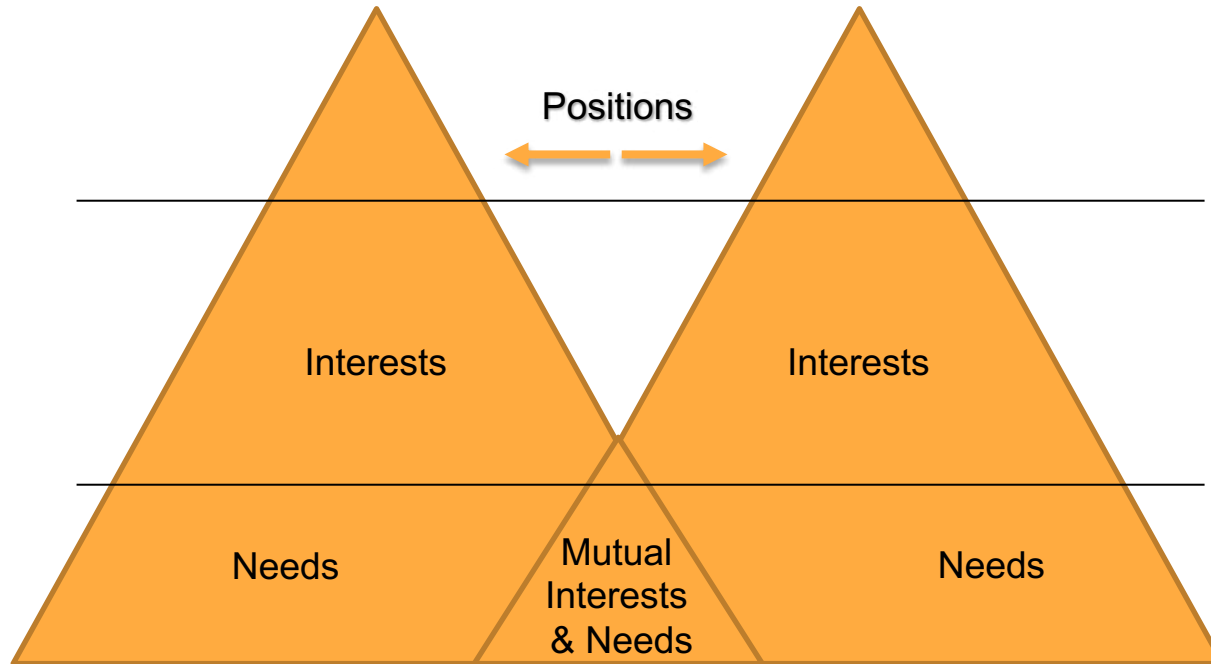


What do  
you see?



**What do we need to  
understand about building  
agreement?**

# Pin Model





# Finding Agreement involves?

- Planning
  - Questioning
  - Listening
  - Making Proposals
  - Drafting Agreements
- 
- Its not about selling your proposals!

# How to present and receive information...

- Activist
- Reflector
- Theorist
- Pragmatist



**What skills are needed to  
build agreement?**

# Listening

If you can't listen – you can't find agreement!

## **What makes for a good listener?**

- Respect the other
- Interested
- Here for you
- Show what you say is important
- Shows empathy when needed





**What is the difference  
between listening & hearing?**

# What is Emotional Self Awareness?



Emotional Self awareness is the ability to recognise your feelings, differentiate between them, know why you are feeling these things, and recognise the impact your feelings are having on others around you

*-Bar-on Emotional Quotient Inventory Technical Manual, 1997*

**33% are**  
**Related to cognitive**  
**Or technical skills**

**IQ**

**EQ**

**67% are**  
**Emotional Intelligence**  
**Competencies**

*(Statistics based on data from Goleman & Hay McBer)*



BarOn Emotional Quotient Inventory



EQ-i<sup>2.0</sup>

assess. predict. perform.



