



NEGOTIATING FOR SUCCESS AND SUSTAINABILITY

A **FREE** interactive training session for providers in West London to develop and enhance their skills when negotiating contracts with Prime Contractors.

26 November, 10am – 4.30pm
Hammersmith Town Hall
King Street Hammersmith W6 9JU

Introduction

The new commissioning arrangements for employment and skills services mean that many smaller and specialist providers will need to sub-contract with other providers if they are to survive.

West London Working is funding a series of capacity building events in West London for providers to help them respond to these challenges.

This one day training session has been designed to help smaller providers understand their negotiation position when contracting for provision with other providers, develop their negotiation skills and help provide the skills and knowledge to negotiate the best possible deal for their organisation.

Who should attend?

- Senior managers
- Directors
- Operational, finance and contract leads

How will you benefit?

- Understand the legal and practical implications for contract negotiations within a welfare to work context
- Determine what is the right offer for your organisation to secure sustainability and the right reward
- Network and connect with other providers in the same position West London

Programme

9.45 Registration and refreshments

After 9.45 Morning Session – Knowledge

10am Introduction to the day and the group
Good and bad negotiations – reflections and discussion on group experiences to date
The DWP contracting model explained
The Code of Conduct and its role in negotiation
Simon Shimmens (DWP)

Break

From bidding to negotiation – perspectives on the challenges and skills
Clare de Silva, Faith Works
Negotiation skills training session I
Nick McAllister, Association of Chief Executives of Voluntary Organisations

Lunch

Afternoon session – skills

Individual exercise – working out your delivery model and mapping your payment needs
Negotiation skills training session II
Nick McAllister, ACEVO

Break

Negotiation skills training session III
Nick McAllister, ACEVO
Action planning

4.15pm Review of the day and finish

Next Steps

Book online now or contact Katie Francis on 020 7253 6289.

Spaces are limited to 15 delegates. They are reserved on a first come first served basis and open to one person per organisation. Smaller or specialist providers will have priority.

Who is West London Working

West London Working brings together the agencies responsible for employment and skills to reduce the high number of West London residents not in employment. We work across the London Boroughs of: **Brent, Ealing, Hammersmith and Fulham, Harrow, Hillingdon, and Hounslow**. Our partnership includes West London Alliance, the 6 West London Local Authorities, Learning and Skills Council, London Development Agency and Jobcentre Plus.