

## 8.0 CONTRACTING

### OBJECTIVES

- a. Learn and apply a disciplined, step-by-step approach to contracting creating rock-solid agreements.
- b. Learn the key steps, activities, pitfalls and wisdoms of high-impact contracting.
- c. Gain a simple yet impactful three-step planning model.
- d. Apply and practice the science and art of high-impact contracting.
- e. Learn to work with different leader-types and how to influence.
- f. Develop iron-clad agreements addressing both human dynamics as well as tangible outputs.

### DELIVERY OPTIONS

*\* One day and two-days in length. Ideal for teams and natural work groups who support other areas of the business and work through influence rather than authority.*