

<b>Title: 1-Page Persuasive Proposals</b> (For resources, development opportunities, business case etc.)	
<b>Overview / Session Description</b> (150 words maximum)	<p>This workshop session will provide an opportunity for technicians to develop the knowledge and skills, develop confidence, consider stakeholders and strategy, and discuss the essential elements of a persuasive proposal. It will be an opportunity to give and get developmental peer feedback. The online workshop session will focus on and relate your learning to being a technician in a Higher Education (H.E.) context.</p> <p>Technicians will have the opportunity to develop their knowledge, raise awareness and share practice as well as supporting their personal, professional, career development and apply this learning to their dynamic environment.</p>
<b>Audience</b>	Technicians from the 8 MI partner institutions
<b>Duration</b>	<ul style="list-style-type: none"> <li>• 120 min online virtual webinar session</li> <li>• A standalone session</li> </ul>
<b>Session details</b>	<b>Date:</b> Tuesday 21 September 2021 <b>Times:</b> 10.30-12.30 (120 min)
<b>Session Aim(s) and Objectives</b>	<ul style="list-style-type: none"> <li>• To provide an overview of persuasive proposals</li> <li>• Develop the knowledge and skills for persuasive proposals</li> <li>• Develop confidence</li> <li>• Discuss stakeholders and strategy considerations</li> <li>• Discuss the essential elements of a persuasive proposal</li> <li>• An opportunity to give and get developmental peer feedback</li> <li>• Share top tips for persuasive proposals</li> <li>• Provide an opportunity to network (virtually) and have peer and inter-institutional support and learning.</li> </ul>
<b>Key Learning Outcomes</b>	<ul style="list-style-type: none"> <li>• Increased knowledge of persuasive proposals</li> <li>• Development of skills and confidence to assist your personal and professional development</li> <li>• Networking opportunity.</li> </ul>
<b>Structure of the session and key activities for participants</b>	<ul style="list-style-type: none"> <li>• Input, information sessions</li> <li>• Groupwork / interactive activity / exercises using mini case studies, scenarios - working in smaller mixed groups</li> <li>• Share practice &amp; peer learning opportunity using a coaching developmental approach.</li> </ul>
<b>Delivery mode</b>	Online / virtual session using Zoom A blended approach of input, information and content including group work enabling engagement, interaction and application to the workplace.
<b>Session requirements</b>	<ul style="list-style-type: none"> <li>• Internet access required</li> <li>• Computer with mic and camera</li> </ul> Attendees will need access to a computer/ laptop. (The zoom link will be sent prior to the session, therefore you are not required to download the relevant app.)

<b>Pre-work / post-work requirements</b>	<p><b>Pre-work:</b> To read / prepare relevant materials, if applicable - will be no more than 30 mins pre-work. Introductions/expectations / tip(s) via padlet or similar Bring up to two examples of a 1-page proposal you have done, useful for session not an entry requirement to the session Think about who you need to persuade and what you are needing/ requesting.</p> <p><b>Post-work:</b> Complete feedback form</p>
<b>How to book</b>	Sign up to our training courses <a href="#">here</a>
<b>Course facilitator</b>	Sandy Sparks, MI TALENT Technical Training Manager