

### REPORT OF THE BUSINESS FORUM MID DEVON MEETING HELD ON TUESDAY 17 JANUARY 2012, 6.30pm at the TIVERTON HOTEL

#### 1. **Welcome and Introductions**

Jim Enright (JE), Chairman, welcomed the attendees.

#### 2. **General networking**

JE commenced this evening's session with a general networking 5 minutes where attendees were invited to introduce themselves to each other on their tables in about 30 seconds each. Much networking took place!

#### 3. **Speaker – Robert Hartnett (RH) – Director – Scandinavian Centre of the Edinburgh Business School – " Essential Negotiation Skills"**

RH gave an outstanding seminar to all attendees on the art of negotiation, and instructed everyone that Rule 1 was that negotiation is about trading and not giving things away.

RH informed everyone that although there were 3 main negotiation approaches, if everyone remembered nothing else it was to think of the rule: **IF** you do x, **THEN** I will do y.

RH has made his speech available [[here](#)] for all to see.

#### 4. **Speaker – Amy Tregallas (AT) - Mid Devon District Council**

AT said that she was undertaking a consultation for the Mid Devon Economic Development Policy, and asked for suggestions as to how the policy could be achieved.

#### 5. **Questions**

There was much discussion over a variety of issues, including how Mid Devon businesses could be involved in boosting the local economy.

#### 6. **Close of BFMD**

JE asked all attendees to tell others about BFMD. JE said that our aim was to increase attendance to over 100.

The **next meeting** is to be held on Tuesday 20 March 2012, Tiverton Hotel.

**Speaker:** Thomas Westcott.

**Please do invite other local businesses you know.**

CLOSE at 8.30pm, although almost everyone stayed on to continue their networking.

Kim Knox, Secretary.