



## TRAINING COURSE:

<b>COURSE TITLE</b>	Sales Negotiator Training
<b>DURATION</b>	1/2 Day
<b>COURSE AIMS</b>	To provide the course delegates with a sufficient understanding of their legal duties and responsibilities
<b>BENEFITS</b>	<p>By the end of the training delegates will be able to</p> <ul style="list-style-type: none"> <li>· Define their duties and responsibilities with respect to their own health and safety</li> <li>· Define their duties with respect to the health and safety of prospective clients and others for whom they may have responsibility</li> </ul>
<b>CONTENT</b>	<ul style="list-style-type: none"> <li>· Principles of health and safety</li> <li>· Risks associated with escorting people onto construction sites</li> <li>· Applying the procedures for taking prospective purchasers on-site including:                             <ul style="list-style-type: none"> <li>· Notification to site management</li> <li>· Dealing with children</li> <li>· Personal Protective Equipment (PPE)</li> <li>· Precautions to be taken when working on unoccupied sites</li> </ul> </li> </ul> <p>Legislation-</p> <ul style="list-style-type: none"> <li>· Health and Safety at Work etc Act 1974</li> <li>· Management of Health and Safety at Work Regulations 1999</li> <li>· The Personal Protective Equipment at Work Regulations 1992</li> </ul>
<b>DELEGATES</b>	Maximum 12 persons
<b>ACCREDITATION</b>	

