

## **How to negotiate a better outcome in planning- A message from Andrea Pellegram, the Trainer**

I have been running my “negotiate” module for 3 years. When I started, many local councils were not speaking to developers before planning applications were being submitted, and as a result were missing out on opportunities to secure community benefits.

I regularly deliver training to local councils and I feel that things have moved on since I originally designed the session. I feel that there has been a lot of progress in the local council sector and that the training needs to be changed and brought up to date as a result.

Until now, the training involved a role-playing exercise where delegates were asked to practice a negotiation. I feel that since this is already happening, you probably don't need this anymore. I will therefore change this session so that in the afternoon, we will look at specific strategies on how to comment on a planning application before and after it is submitted for decision: what to say, and how to approach it. I think that this will be the best use of your valuable time and will help you have a stronger impact when a big housing proposal comes forward in your Parish.

### **Dr Andrea Pellegram MRTPI**

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