

**TRICKY BUSINESS 2**  
**PROGRAMME 8: RENTAHEDGE**  
**ACTIVITIES**

**Negotiating sales**

Use the SWOT chart (strengths, weaknesses, opportunities and threats) to review Gareth's meeting with Dave.

	Helped to make a sale	Didn't help to make a sale
Things Gareth did	Strengths	Weaknesses
Things Dave did	Opportunities	Threats

Use the completed chart to identify how Gareth could have improved the way he handled the meeting. Discuss how Gareth could use a SWOT chart to help him improve other aspects of his business and how you might be able to use a SWOT chart to help you with your learning and career plans.