

ADVANCING NEGOTIATION SKILLS PART 1

8 STEPS TO MORE VALUABLE DEALS

Advancing Negotiation Skills Part 1 (ANS1) introduces dealmakers to the **8-Step Approach®** from Scotwork. Professionals at every experience level in any industry discover the Approach that expands their skill sets, transforms their dealmaking, and unleashes their success.

Derived from hundreds of thousands of hours of real-world negotiations, the 8-Step Approach empowers participants with the control and confidence to create more valuable deals while improving relationships with their negotiation partners.

IMMEDIATE RESULTS, EXCELLENT EXPERIENCE

ANS1 participants put their skills to use on their very next deal and get results. It's why our alumni report an **18.8X average ROI** within 90 days.

Alumni also report tremendous satisfaction with the course experience

4.75/5.00 stars overall ★★★★★

99.2% would recommend Scotwork.

95.8% report that their negotiation skills improved.



WORK WITH THE EXPERTS

Two Scotwork negotiation experts with years of senior-level negotiating experience from fields including procurement, sales, marketing, finance, consulting, and government lead each ANS1 course. They create an immersive learning environment where complex ideas are easily understood, and negotiation techniques are practiced to perfection.

ANS1 can be either virtual or in-person as a 2.5- or 4-day program of practical exercises, video replay & analysis, and narrative illustrations that impart effective and repeatable dealmaking skills.

ANS1 is presented in public courses and single-company experiences. Scotwork can adjust the pace and direction of learning based on participant needs and tailor content for company courses.

THE SCOTWORK DIFFERENCE

Our **8-Step Approach** empowers practitioners to perceive a deal's many moving parts and negotiate in real time, using their skills to move forward toward value, even under pressure or against resistance.

The ANS course series is part of the Skills Development program within Scotwork's **Dealmaking Ecosystem™**, which optimizes deals and skills for individuals and teams and negotiation systems for organizations.

LEARN BY DOING

ANS courses are 20% teaching sessions and 80% practicing and developing skills. Courses can be in-person or virtual.

Typical Half-Day

SKILLS LECTURE

TEAM PREPARATION

LIVE NEGOTIATION

VIDEO REPLAY & ANALYSIS

Please contact us to learn more

Call 973.428.1991 Email info@scotworkusa.com Web www.scotworkusa.com