

∞ Advancing Negotiation Skills 2

The Scotwork A.N.S. course gives negotiators a powerful foundation and a repeatable approach that delivers immediate results. A.N.S. 2 is the next step – built specifically for A.N.S. alumni who want to accelerate their development, expand their skillset, and perform at a higher level in more demanding negotiations.

A.N.S. 2 is designed to amplify what works, add more advanced capability, and push performance into more complex, higher-stakes situations – so negotiators can create more value, handle greater conflict, and deliver stronger outcomes consistently.



About the course

PUSH YOURSELF FURTHER

The best negotiators don't stop at "good." They keep improving because the deals get harder, the pressure increases, and the stakes rise. A.N.S. 2 is designed to move negotiators from strong execution of core skills to greater range, flexibility, and sophistication. Participants develop the ability to adapt their approach to a broader variety of negotiation scenarios, especially when conditions change, conflict escalates, or the other side becomes difficult. This is where negotiators go from "I know the process" to "I can perform under any conditions."

THIS 2-DAY COURSE ALLOWS YOU TO:

- Take the skills you already use from the A.N.S. course and extend them into more **complex negotiations**
- Expand your toolset with more **advanced negotiation techniques** that build on the Scotwork approach
- Strengthen your ability to **create value, not just claim it**
- Increase your **effectiveness in tougher deal environments** involving pressure, conflict, and ambiguity
- Use influencing power and persuasion to **move negotiations forward**
- Negotiate more complex cases involving **different types of conflict and counterpart behaviour**
- Develop **sharper observation and analysis** so you can diagnose what's happening and respond faster

WHO IS A.N.S. 2 NEGOTIATION TRAINING FOR?

A.N.S. 2 is for negotiators who have completed A.N.S. and want to take the next step in their development. It is ideal for:

- High-performing negotiators ready to move from strong results to consistently exceptional outcomes
- Teams negotiating more complex deals, higher stakes, and greater conflict
- Organisations building a negotiation culture and wanting a clear development path beyond A.N.S.
- Negotiators who want more advanced skills and a faster path to stronger results

A typical participant leaves A.N.S. with several skills they apply consistently, delivering measurable outcomes. A.N.S. 2 is the natural progression designed to increase the number of skills used, increase confidence in tougher moments, and amplify business impact.

REFRESH – CHALLENGE – PRACTISE – ELEVATE

A TYPICAL SCOTWORK A.N.S. 2 TIMETABLE

Like the A.N.S. course that participants have already completed, the timetable is intensive, challenging, practical and an enjoyable two days.

2-DAY TIMETABLE	DAY 1	DAY 2
MORNING SESSION	LECTURE 1	LECTURE 3
	PRACTICAL	PRACTICAL
AFTERNOON SESSION	LECTURE 2	LECTURE 4
	PRACTICAL	PRACTICAL

THE METHOD


We improve when we experience new challenges - A.N.S. 2 gives you extensive live negotiation practice and analysis but with scenarios that introduce higher levels of difficulty, pressure, and complexity. This creates the conditions for real growth beyond A.N.S.

We learn faster when it's in our own world - Using your own examples and real-world challenges, A.N.S. 2 helps you bridge the gap between training and live deals. The learning transfers directly into your day-to-day negotiations.

We grow when we practise advanced skills under pressure - New case-plays push participants into tougher negotiation environments and help them apply both existing and advanced techniques with expert feedback and guidance, so performance improves when it matters most.

We sharpen performance when we can see what's happening - The course uses strong visuals, structured feedback, and analysis tools that improve recall and application – giving negotiators practical resources they can continue using long after the course ends.

BEFORE DISCOVER & REVISION

 **DISCOVERY SURVEY**
Pre-session online survey to assess which skills you are applying consistently having completed the A.N.S. course.




REVISIT A.N.S. MATERIALS
Our online Scotwork Toolbox has all the materials you need to refresh your negotiation skills and knowledge gained during the A.N.S. course.


DURING PROCESS & PRACTICE




The course consists of 2 days of immersive training. It's intensive but great fun! Featuring new live case-plays with valuable individual and group video analysis and feedback, and new skills to add to your negotiation toolbox, the course empowers you to elevate your skills and take you on the next step of your negotiation journey.

AFTER EVALUATE & EMBED

 **FOLLOW-UP QUESTIONNAIRES**
Track your ongoing skills usage through our three periodic follow-up questionnaires to ensure you continue to maximise your negotiating performance.

 **ONLINE EMBEDDING TOOLS**
Embed learning through our AI-enhanced Preparation Tool, Personal Development Plan and 8 interactive Consolidation Modules.

 **BEHAVIOUR PREFERENCES PROFILING**
Harness an understanding of your natural negotiating style through 1-2-1 expert coaching and learn how to adapt for even better results.

About Scotwork

MAKING A REAL IMPACT WORLDWIDE

Scotwork has coached hundreds of thousands of senior managers in 30 languages. We have grown into the world's number one independent negotiation consultancy, with offices in 50 countries. We work with organisations large and small across all sectors. After more than 50 years we are still giving people powerful skills that transform their lives, and handing businesses more successful futures.



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