

Scotwork<sup>®</sup>

since 1975

# Negotiation for Leaders

This programme takes a consultative approach to suit your strategic needs. It gives more experienced negotiators the skills to tackle complex negotiations, manage and debrief their teams, interpret opponents' actions and glean insights to inform strategic decisions.





# Negotiation for Leaders

## WHO SHOULD ATTEND?

Our Negotiation for Leaders programme is designed for experienced negotiators who want to further develop their strategic negotiating abilities.

It is ideal for senior leaders and management who sit at the negotiation table for more complex, strategic, or multi-party deals, as well as those who lead and manage teams whose function involves negotiating.

## WHAT TO EXPECT

This strategic programme combines tutorial-style insights with practical case-play exercises to explore how to overcome typical strategic barriers.

Our expert consultants also focus on your current negotiation challenges, providing in-depth individual coaching tailored to your needs.

## WHAT YOU WILL LEARN

Keeping at the forefront the wider business implications of negotiations, this programme takes skill-building beyond the negotiating room and into a broader commercial context.

You will learn how to understand behaviour, cut through tangled issues, choose the best strategic path, and motivate your negotiation teams.



# Negotiation for Leaders

## WHAT IT COVERS

### NEGOTIATING MASTERFULLY

Gain confidence and ability in building effective ongoing negotiation strategies, and how to bring support to negotiations that have been escalated to your position.

### NAVIGATING INTRICACIES

Understand internal dynamics and power challenges of any negotiation to leverage your position, and learn how to bring a failing negotiation back on track.

### NEGOTIATING HOLISTICALLY

Enhance your leadership abilities in order to maximise your team's performance by mastering how to prepare, manage, and debrief your team over long-term and complex negotiations, ensuring future success.

## THIS PROGRAMME ALLOWS PARTICIPANTS TO:

- Fit negotiations into a broad **strategic business picture**
- Engage the other party on a level **beyond the transaction**; building more strategic commercial relationships
- Identify and deal with **negotiation tactics**
- Deep dive into where your and the other party's **power** comes from
- Negotiate more successfully when **long-term relationships** are important
- Consider various proven **behavioural biases** to improve your **persuasion skills**
- Better understand how to **create additional value** for you and the other party

# 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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India  
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