

Transforming the way the world Negotiates

FOUNDATION OF NEGOTIATION COURSE
Nov 22-23, 2023



Program Overview

About Scotwork

Scotwork has coached hundreds of thousands of senior managers in 29 languages. We have grown into the world's leading independent negotiation consultancy, operating in over 46 countries. We work with organisations, large and small across all sectors.

After 47 years we are still giving people powerful skills that transform their lives and handing businesses more successful futures.

The Scotwork Foundation of Negotiation course brings the world of negotiation to life. Over 2 days we unpick the complex and chaotic practice of negotiation and simplify it into a highly effective process you can repeat again and again.

Our expert coaches share fascinating insights, expose myths, tell easy-recall stories and choreograph authentic case-plays. The result is a uniquely inspirational experience that equips you to be a more astute and competent negotiator.

Foundation of Negotiation



PREPARATION



PRACTICE



OBSERVATION



ANALYSIS



REAL-WORLD
APPLICATION

The Negotiating Foundation Content Details

1. Understand the CORE CONCEPTS of Negotiation
2. Understand the NEGOTIATING PROCESS and how to READ & CONTROL it
3. Use a COMMON negotiating LANGUAGE & PREPARATION process
4. Improve the quality of the INFORMATION EXCHANGE
5. Structure the OPENING EXCHANGES of a negotiation
6. Use ADJOURNMENTS effectively
7. Understand and use the skills of the different roles of the NEGOTIATOR
8. MAXIMISE the PROFITABILITY of every deal
9. Trade and BARGAIN, how to put a price on demands
10. QUESTION & LISTEN effectively to UNDERSTAND the other party

Who Should Attend?

The Foundation of Negotiation course is designed for anyone who plans, supports and executes negotiations, both internally and/or externally and would either want to get an introduction to negotiation tactics or wants to enrich their toolbox.

Curious professionals from all industries can attend, here are some requirements:
To have a university degree, mid level English speaking, Junior to Mid Level Management.



80% Practice
20% Theory



2- Days Classroom



Your negotiations
filmed and analysed



Lifetime Access to
Scotwork Platform

Date/Time of Course:

22-23 November 2023

Contact Info:

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Scotwork Clients include

HSBC
FIFA
P&G
NBK

Danone
Siemens
STC
Aramco

UNICEF
ABBOTT
L'Oréal
KPMG

Huawei
Novartis
Vodafone
LVMH