

Essentials eLearning Modules

Master the Art of Negotiation – Anytime, Anywhere. Gain a competitive edge in your academic or professional journey.





Essentials eLearning Modules

Our Essentials eLearning modules instil the basic concepts of negotiation in an easy-to-use, step-by-step online format. They are perfect as a PRIMER for less experienced negotiators, a REFRESHER for those who have completed our Advancing Negotiation Skills programme virtually or in person, and a REFERENCE resource for future negotiations.

A 10 Module eLearning course which will help your staff to understand the negotiating process, assist them to support the lead negotiators and manage their own personal negotiations. It also serves as a resource to be consulted when an issue arises.

Each module consists of:



An animated video sequence explaining an aspect of the negotiation process



An interactive element to embed the lessons



A "Read more" section to provide specific guidance relating to that aspect of the module

When used as a resource, individual modules can be accessed by selecting the relevant "Help Me" statement which mirrors the most common negotiation questions.

The 10 video modules are connected by a storyline following three individuals participating in an outdoor activity designed to teach negotiation lessons. Each module takes about 15 minutes to complete and can be tackled in any order or revisited as needed.

- MODULE 1 Different methods of resolving commercial and personal conflicts
- MODULE 2 The map of the negotiation process
- MODULE 3 A preparation checklist for all negotiators
- MODULE 4 Identifying and responding to signals
- MODULE 5 Constructive use of the negotiation conversation
- MODULE 6 Factors that allow negotiations to take place
- MODULE 7 Moving the negotiation process forward
- MODULE 8 Bargaining - the trading process at the heart of a negotiation
- MODULE 9 Packaging a proposal - the art of reshaping to overcome obstacles
- MODULE 10 A summary of the key lessons and FAQs



MANAGER'S SUPPORT PACK

In addition, a separate Managers' Support Pack can be supplied which contains exercises to allow managers to run customised sessions to reinforce the lessons and apply them to the particular audience.

LICENCES

There are two types of licence:

- A** An A licence is a stand-alone licence for an individual to access the modules with a unique login for a period of 4 years.

- B** The B licence is for individuals who have attended a Scotwork Advancing Negotiation Skills programme and wish to use the modules as a refresher.

LANGUAGE

Available in English.

Other languages will use the English language versions with subtitles for the dialogue.

Transforming the way the world negotiates

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.

For further information please
contact essentials@scotwork.com