

HOW TO DEVELOP NEGOTIATION POWER for Students



How do seasoned professionals position themselves in job interviews?

What do expert negotiators do when facing a more powerful party?

How do you use negotiation skills to impress at interviews and land an internship?

IN 15 MINUTES PER DAY FOR 4 WEEKS, learn how to apply leading negotiation theory to these and many other situations you are likely to encounter after graduating!

STUDENT ONLY PRICING!

**80%
DISCOUNT**

Instead of USD 500 per user license, a student rate of USD 100 is available upon presentation of valid student ID.

TRAINERS



NEIL ORVAY

With over 30 years experience in Investment Banking and as an entrepreneur, Neil Orvay has worked with financial and MNC clients globally for

over a decade on communication, influence, sales and negotiation based projects and strategies. A graduate of the London School of Economics, Neil holds an Executive Masters in International Negotiation and Policy Making from the Graduate Institute in Geneva, and has studied negotiation at the Harvard Negotiation Institute. Neil is also a trainer of Neuro Linguistic Programming and a certified ICF coach.



JOE SEVACK

Joe is a lawyer with more than 25 years of experience advising banks, sponsors, borrowers and issuers on complex debt and equity

financings and restructurings, buyers and sellers on mergers and acquisitions and investments, and companies, financial institutions and funds on structuring and governance issues, regulatory compliance and interactions with regulators. He has regularly been recognized by his clients and peers as a leading lawyer in major industry publications, and has practiced at several leading firms including Cravath Swaine & Moore, Freshfields Bruckhaus Deringer, Paul Hastings and Troutman Pepper.

Originally developed for the corporate world, with versions for Investment Banking and the Legal sectors already commercial available, the *'How to Develop Negotiation Power for Students'* online training offers access to high level corporate training content for students who want to take a lead on their competition and increase their chances of negotiating the best terms at their target job.

'How to Develop Negotiation Power for Students' is a 24 video, fully online and on demand negotiation training that teaches **12 POWERFUL TOOLS** for addressing negotiation power imbalance and taking back the initiative.

Each of the 12 modules comprise two videos; theory and application. The theory introduces the concepts while the application videos give realistic business scenarios where the principles taught are utilised. Total course duration including knowledge reviews and written assignments is approx. 5 hours.

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COURSE CONTENT

1. When and how to use the 5 Negotiation Formats
2. Negotiation Preparation: The Expansive Approach
3. Getting your body language right
4. Getting beyond price
5. Challenge you Assumptions
6. BATNA & Bottom Line
7. The Constituency Concept
8. The Fixed Pie Mindset
9. Dovetailing Interests
10. Making the First Offer
11. Using ZOPA to your advantage
12. The Information Game

For over 150 testimonials covering Evolution-U's training content, please visit www.linkedin.com/in/neilorvay

To access all 12 modules and learn the negotiation skills used by seasoned business negotiators for only USD100, send a copy of your student ID to jessica@evolution-u.com. You will then receive a PayPal link followed by your own unique course link.

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🌐 www.linkedin.com/in/neilorvay

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TESTIMONIALS

I recommend this online course not only to lawyers, but any professional that wants to get an edge in negotiation.

Michael Chin

Partner, Simmons & Simmons

Neil is a true subject matter expert. Highly recommended.

Steve Bernstein

Senior Managing Director, Lone Star Funds

The training is a great introduction for first time negotiators as well as seasoned professionals. Highly recommended!

Christopher Wong

Partner at Simpson Thacher & Bartlett

- Originally developed for investment banks, law firms and corporates
- Now adapted for students to support job, internship and landlord negotiations!
- One of LinkedIn's most recommended corporate trainers with over 170 testimonials
- Over 60 years of investment banking, golden circle legal and entrepreneurial experience

- ✔ 24 videos, 12 powerful tools; theory + application
- ✔ 100% online and on demand
- ✔ 6 Knowledge Reviews & multiple written assignments
- ✔ Strategy document to prepare for your key job negotiations
- ✔ 15 minutes per day for 20 days (5 hours total course time)

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