



SCOTT WAYNE

Collaborator

DISC Type : is

Negotiator / Facilitator at Envoy

Richmond, Virginia, United States

Overview

Scott Wayne is a co-founder and negotiator at Envoy, a firm that supports leaders across government, business, and non-profits. A former British diplomat, he specializes in combining negotiation theory with behavioral economics to navigate disputes and forge partnerships. He holds degrees from the London School of Economics and Georgetown University's School of Foreign Service.

Scott shows a wide range of intellectual curiosity, posting about topics from geopolitical strategy to space exploration. He has a pragmatic and witty approach, as seen in his critiques of typical corporate retreats. Scott is also an author and has a podcast called "Envoy Recorded Radio."

He is a former British diplomat who now applies those skills in the private and public sectors.

Personality Overview

Consensus Builder

Good Listener

Appreciative

Win-win scenarios can appeal strongly to them. Unlike D or C types, they are calm as well as friendly and can give the impression of being more receptive than they actually are. They are more likely to go for proven solutions.

Topics They Care About

Executive Negotiation

His work focuses on C-suite negotiation, dispute resolution, and facilitating high-stakes conversations, with talks on topics like "Wrangling Egos".

Geopolitical Strategy

As a former diplomat with a background in international relations, he analyzes and speaks on complex global issues like market uncertainty and political shifts.

Behavioral Economics

He teaches and applies principles of behavioral economics and stagecraft to understand human behavior and influence outcomes in negotiations.

Space Exploration

He shares content from NASA, expressing a personal interest in space imagery and international partnerships in science.

Humanitarian Causes

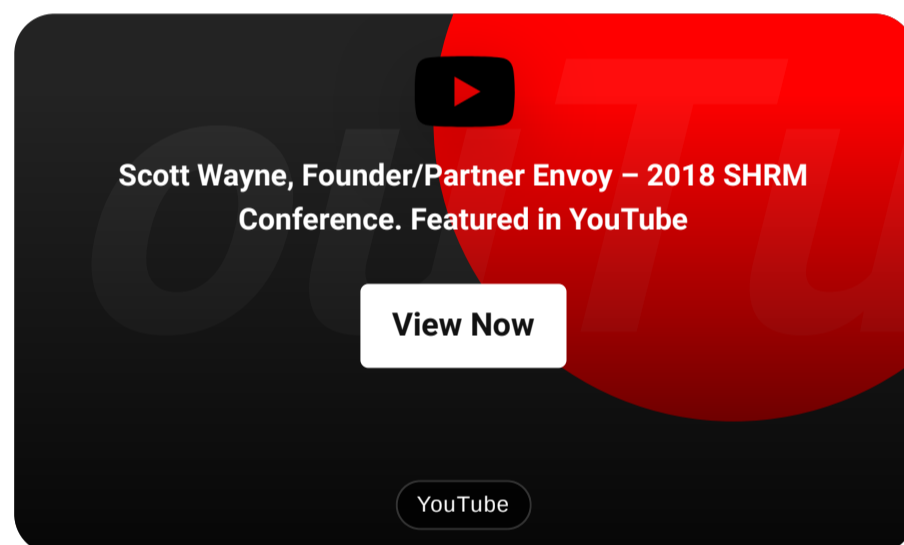
He actively promotes community causes, such as encouraging blood donation for the Red Cross, indicating a commitment to social well-being.

Washington Capitals

[Predicted] Based on his education at Georgetown University in Washington D. C. , he may follow local professional sports teams.



Media Appearances



Work History

- 1-2017
Negotiator / Facilitator at Envoy

Education

- Master of Arts - MA from Georgetown University
- 1993 - 1996
BSc (Econ) from The London School of Economics and Political Science (LSE)

More Information

Social Presence :



Prographics :

Exp : 9 Location : **Richmond, Virginia, United States** Job Level : **N/A** Designation : **Negotiator / Facilitator at Envoy**

Insights For Selling To Scott

👉 During A Call Or A Meeting

DO's

- Take time to make them feel comfortable before getting to the main pitch
- Summarize the key points at the end of the conversation
- Use phrases like 'trust me when', 'your team will love' etc.

DONT's

- Don't push them to make decisions very fast, let them take their time
- Avoid unnecessary confrontation if it arises incidentally
- Don't give the impression of being unproven or risky

👉 When Cold Calling

Insights

Pattern Interrupt: Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

Pace: Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

Tone: Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

Tactics To Win: Giving social proof, personal rapport, usage of superlatives, repeating their name.

Mistakes To Avoid: Information overload, use of negations

Making The Ask: Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

Subconscious Driver: They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

Script

Greeting: Hey Scott, [user_fname] here at [user_companynamewordstwowords] calling you this morning/evening!

Opener: Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

Introduction: We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

Ask: Scott, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

Close: So morning at around [time] next [tuesday], shall we say? And is it [prospect_email]? Don't want to get that wrong you know!

👉 When Writing An Email

Subject: Personalized, clear

Example: John, let's close this tomorrow?', 'You will get this!' etc.

Salutation: Yes (Something formal)

Example: Use 'Hi', 'Hello' etc. (along with the first name)

Greeting: Yes (Say something usual)

Example: Say something usual and friendly, like 'It's a real pleasure'

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Close on a positive note

Example: Something like 'I am excited to discuss this tomorrow, does 11 am work well?'

Complimentary Close: Unique, pleasant

Example: Something like 'Looking forward!', 'To new beginnings!' etc.

Tone of Words: Friendly, exciting

Overall Messaging: Focused on social proof

Length of Mail: Medium

Example: Ideally upto 130-150 words

👉 While Negotiating & Closing

The secret to closing fast with Scott is

- *Relationships can sway their decisions, followed by the low risk and the presence of good evidence.*

Will you ever get a clear answer from Scott

- *They are diplomatic when needed and rarely say no directly.*

Insights For Deal Planning

How Fast (Or Slow) Will Scott Move?

- *Even if they are engaged and friendly, they can take their time to make decisions.*

Can Scott Take Some Risk Or Not?

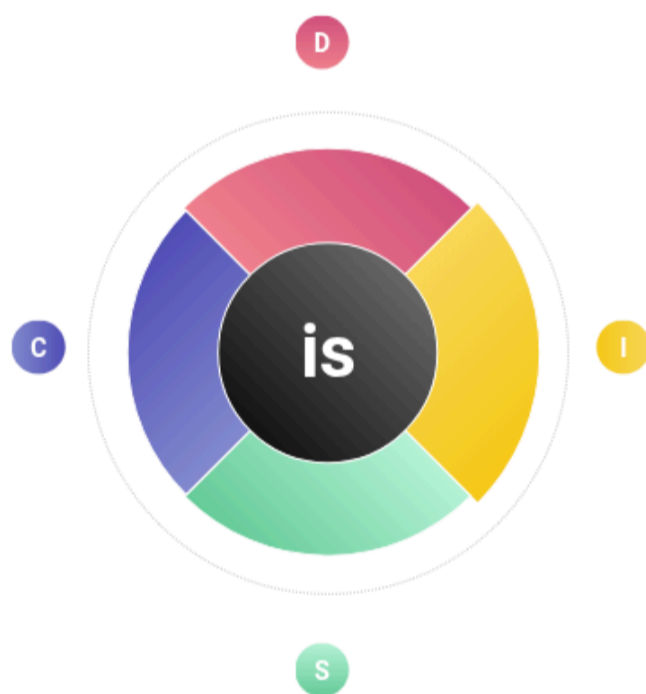
- *They probably won't put a lot at risk.*

You And Scott

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Scott's Key Traits



INFLUENCE

Influence(I) reflects the degree to which a person prefers to work by influencing or persuading others. Those scoring high tend to be people oriented, are motivated by social recognition and building relationships and can be described as warm and enthusiastic in general.

STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.