Here's how you can effectively "sell" the benefits of taking a Scrum course to your employer:

1. Understand your employer's needs:

- **Research:** Before approaching your employer, take some time to understand their current challenges and goals. This will help you tailor your pitch to their specific needs. For example, are they struggling with meeting deadlines, exceeding budgets, or delivering low-quality products?
- **Align benefits:** Once you understand their needs, identify how Scrum addresses those challenges. For instance, Scrum can help with faster delivery, improved quality, and increased adaptability to change, all of which can benefit the company.

2. Frame your request as a solution:

- **Focus on value:** Don't just ask to take a course. Instead, present it as an investment in your professional development that will bring tangible benefits to the company.
- **Quantify the impact whenever possible:** Use data or case studies to showcase how Scrum has helped similar companies achieve specific outcomes.

3. Highlight the specific benefits for you and your team:

- **Increased efficiency:** Explain how Scrum can help you manage projects more effectively, prioritize tasks better, and improve communication within your team.
- **Enhanced problem-solving:** Show how Scrum fosters collaboration and continuous feedback, leading to better decision-making and faster issue resolution.
- **Improved career prospects:** Mention how gaining Scrum knowledge can make you a more valuable asset to the company and enhance your career growth within the organization.

4. Be prepared to answer questions:

- **Cost and time commitment:** Anticipate questions about the cost of the course and the time commitment it will require. Be prepared to present options that fit your company's budget and schedule, such as online courses or part-time programs.
- **Implementation plan:** Briefly outline how you plan to utilize the knowledge gained from the course to benefit your team and the company. This demonstrates initiative and a clear understanding of how to apply your learning.

5. Offer a win-win proposition:

- **Express your willingness to share your knowledge:** Assure your employer that you're willing to share your learnings with your colleagues after completing the course, potentially through workshops or knowledge-sharing sessions.
- **Focus on long-term benefits:** Emphasize how this investment will contribute to the company's success in the long run.

Additional tips:

- **Be enthusiastic and passionate:** Your enthusiasm for learning Scrum will be contagious and demonstrate your commitment to self-improvement and the company's success.
- **Research different course options:** Present your employer with a few course options that cater to different learning styles and budgets.
- **Be open to negotiation:** Be prepared to discuss alternative solutions or compromises that might work for both you and your employer.

By following these steps and presenting a well-thought-out proposal, you can increase your chances of getting your employer to approve your request for a Scrum course.