

DELIVERABLES



WE READ YOUR STAKEHOLDERS

WHAT THEY 'SAY'

We use cognitive interrogation techniques to examine how & what they communicate (verbal and non-verbal communication).

WHAT THEY 'THINK'

We observe how they analyze—reading their thought process to understand what they see of the situation and how they think.

WHAT THEY 'DO'

We investigate how their context (internal/external) influence their behavior: organization process, social pressure, culture, rivalry...

We leverage people's mental models to uncover biases, counter deception, build trust, ascertain viable coalitions.



WE ENHANCE YOUR SITUATIONAL AWARENESS

DETECTING MENTAL MODELS

Legal, financial, and market analysis can't tell you the real motives and agendas of those whom you deal with. Mental representations and thought processes once identified will give you an understanding of what's in the people's heads.

COUNTERING INFLUENCE

We evaluate the possibility of (self-)deception by analyzing your stakeholders' motives, opportunities, and means for denial/deception. We detect their unconscious proclivities and the unspoken assumptions that shape their reasoning.



WE GROW YOUR ASCENDANCY

CONFRONTATION

We reveal the thought process of your adversaries, so you can outmaneuver them in a way that they can't even be cognizant of.

COMPETITION

We read the innermost drivers of your competitors and how you can outthink the way they perceive their own environment.

COOPERATION

We probe the ulterior motives of your counterparty & reveal how their thinking is being influenced to help you secure agreements.