CASE STUDIES

Behind the Deadlock

01

Startup Founder

SITUATION

Our client sought a contract with a dominant player but held little leverage—not enough to secure fair value from the deal.

RESOLUTION

We established that the counterpart's lead executive was using the deal to strengthen their position in an upcoming leadership succession. Recast around that agenda, the deal created greater value for both sides.

02

Aluminium Trader

SITUATION

Our client was considering a joint venture with a logistics company but could not gauge the counterpart's reliability, or how credible its commitments would prove.

RESOLUTION

We found that the counterpart depended on a single major shareholder on the verge of restructuring. Proceeding would have exposed our client to financial disaster.

03

Defense Contractor

SITUATION

Our client sought an agreement with a large industrial group but received only contradictory signals, making it impossible to design a credible offer.

RESOLUTION

We identified that key executives were at odds over internal priorities tied to the purchase. We resolved the dissent by aligning the decision-makers around a shared position.

04

Engine Manufacturer

SITUATION

The CEO intended to steer his company in a new direction but first needed to gauge the resistance it would meet. In his position, candid feedback was out of reach.

RESOLUTION

We sounded out employee representatives on his plan, identified the sources of opposition, and briefed him on how to defuse the friction—enabling the shift to proceed without open conflict.

05

Hedge Fund Executive

SITUATION

Our client was looking to acquire a tech company. Due diligence had found nothing wrong, yet the target's reliance on storytelling and influence tactics raised a red flag.

RESOLUTION

We unpacked the narrative by separating information from influence, revealing the company's real value based on its actual—though undisclosed—capabilities.

06

Oil Trader

SITUATION

A major oil trader and a refinery had reached a stalemate over crude supply terms, with neither side willing to move. We were brought in to break the deadlock.

RESOLUTION

We identified the vested interests behind the deadlock—none of them in the terms under negotiation. This opened the way to a joint venture covering a multi-year supply agreement.