OUR METHOD

How We Move Your Deal Forward

ANALYZING MINDSETS ◆ THINKING THROUGH ◆ SOLVING

Set off ↣ **CALIBRATE**

We assess your deal and the roadblocks you face regarding its **closability and vetting**. We discuss your situation, the uncertainty about your stakeholders, and we set a resolution path.

Phase 1 ↣ ↣ ↣ **OBSERVE**

We detect the mental representations, psychological patterns, cognitive flaws or distortions, and thought processes that regulate your stakeholders' interests, intentions, and capabilities.

Phase 2 ↣ ↣ ↣ ↣ ↣ **ORIENT**

We review facts & data in the light of the players' drivers, separate influence from information i.e., the narrative from the reality, in order to identify the agendas behind the stated positions.

Phase 3 ↣ ↣ ↣ ↣ ↣ ↣ ↣ **DECIDE**

We evaluate how their unuttered proclivities and underlying intentions are interfering with the prospects of your deal and we figure out the credibility of their commitment to the agreement.

Phase 4 ↣ ↣ ↣ ↣ ↣ ↣ ↣ ↣ ↣ **ACT**

Strategize your dealings with actors, engage the balance of power, apply countermeasures, mitigate others' constraints, and improve the closability, viability, and profitability of your deal.



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