

Negotiating and Influencing in High-Stakes Environments

This workshop leverages the speaker's extensive experience in military and intelligence operations - particularly within the Human Intelligence (HUMINT) domain - to explore how to negotiate and influence effectively when the stakes are high and the margins for error are razor-thin.

Stuart shares firsthand insights from leading undercover and agent-running operations in some of the world's most hostile and complex regions.

Participants will learn how influence and persuasion work under extreme pressure, often with incomplete information, high personal risk, and unpredictable human dynamics. The workshop will also draw on Stuart's leadership of intelligence and military mentoring missions around the globe, where success depended on building trust and gaining influence across language, cultural, and political divides.

This is an engaging and hands-on session where attendees will face realistic negotiation dilemmas and be coached through the strategies used in operational environments.

Delegates will leave with a sharper understanding of how to prepare for, approach, and lead successful negotiations - and how to apply these same principles to leadership, stakeholder management, and business development in their own professional lives.



Professional Guest Speakers

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