



consensus

COLLABORATIVE RELATIONSHIP MANAGEMENT



Member, U.S. Department of State
Overseas Security Advisory Council



**Better Agreements
Better Relationships
Better Bottom Line**

Discover the practitioner advantage

CONSENSUS

Founded in 1993, Consensus is a global consulting firm that specializes in collaborative relationship management, with expertise in negotiation, communication, and conflict resolution. Combining unparalleled experience, comprehensive capabilities, and the highest levels of service, we help private and public sector clients across all industries and organizational functions tackle some of their most critical business challenges.

SENIOR STAFF

Lt. Jack Cambria, Assoc. Principal

Susan Coleman Esq, Assoc. Principal

Jeff Flowers, Assoc. Principal

Ted Gerber, Assoc. Principal

Antony Hacking PhD, Assoc. Principal

Sandra Hayes EdD, Assoc. Principal

Sandra Knight, Assoc. Principal

JD Lanigan, Assoc. Principal

Krister Lowe PhD, Assoc. Principal

Zachary Metz PhD, Managing Director

Michael Rosenthal, CEO & Director

Chris Sheesley, Assoc. Principal

Joshua Weiss PhD, Assoc. Principal

Wendy Widom, Assoc. Principal

Deborah Zarsky Esq, Assoc. Principal



consensus

RETURN ON INTERACTIONSTM



Our **Return On InteractionsTM** methodology guides each of our engagements across all three practice areas.

The approach, which we developed, tested, and applied throughout our 30-year history, focuses on generating measurable results for our clients. Broadly speaking, we incorporate multifaceted analyses, strategies, and solutions that leverage emotional intelligence, proven frameworks, and unique skill sets.

Combined, we provide a menu of services that generate business value for our clients – including increased profits, reduced turnover, and sustained relationships – by improving their interpersonal dynamics, discourse, and interactions.

CONSULTING



As advisors and advocates, we help clients develop negotiation strategies, negotiate on their behalf, resolve their conflicts, and provide other services designed to improve their bottom line

STRATEGY & PREPARATION

We help clients develop strategies and prepare for upcoming negotiations

REPRESENTATION:

We negotiate critical agreement on behalf of (or in conjunction with) our clients

MEDIATION

We resolve interpersonal conflicts that exist within client organizations or with external parties

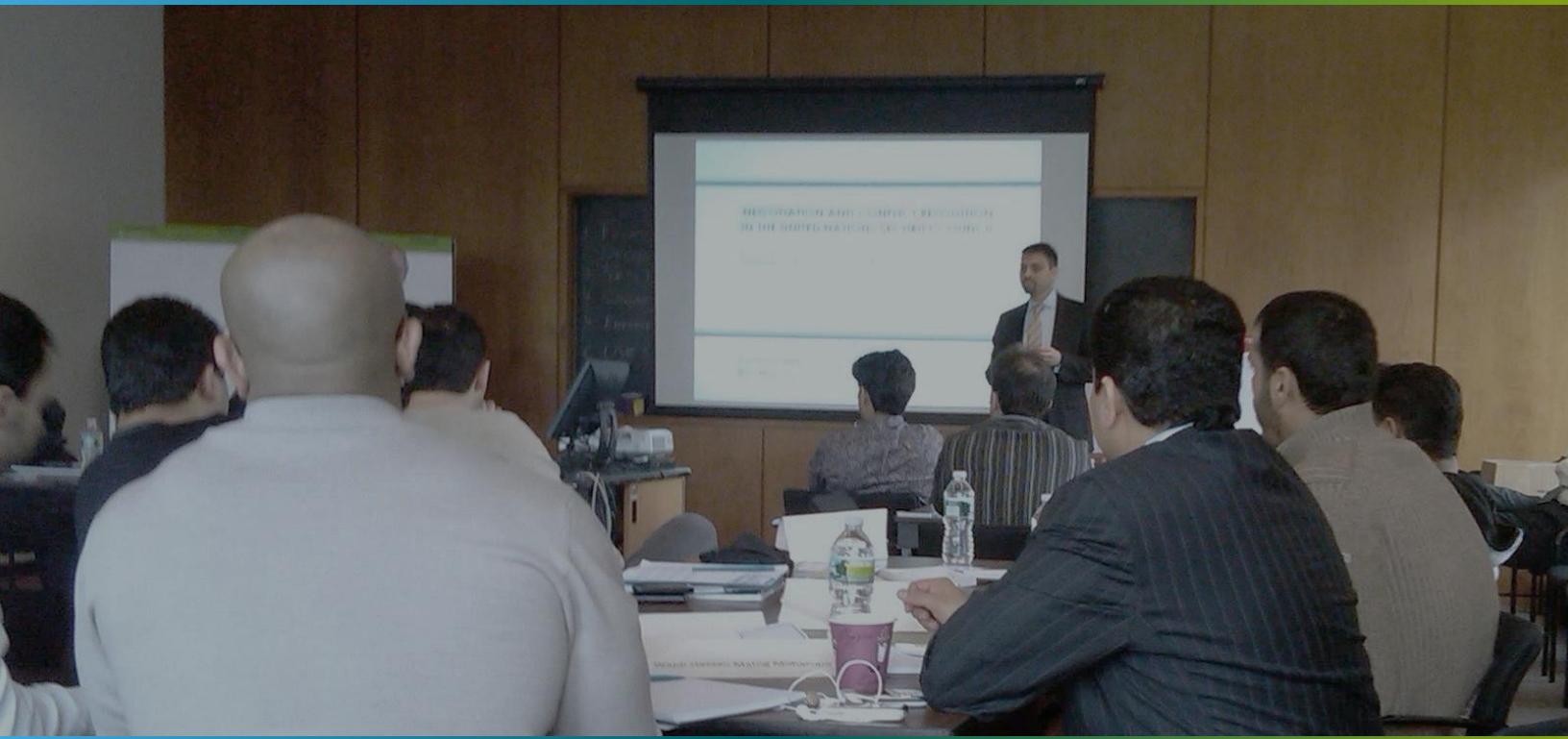
M&A SUPPORT

We provide pre-merger analysis to help determine cultural and interpersonal alignment, as well as assist in post-merger integration



consensus

LEADERSHIP DEVELOPMENT



We combine real world experience as professional negotiators and mediators, with expertise in adult learning, to help others engender positive working relationships and negotiate better deals

LEADERSHIP SKILLS

We develop bespoke programs that transition your most promising talent into your most exceptional leaders

PROFESSIONAL DEVELOPMENT

We provide a broad menu of tailored workshops in the areas of Negotiation & Influence, Communication, and Self-Management

MILESTONE PROGRAMS & LEARNING JOURNEYS

We create customized end-to-end skill-development programs for participant cohorts embarking on new career milestones and challenges

EXECUTIVE COACHING

Through intensive, one-on-one sessions, we help individuals optimize their individual performance

DISTANCE LEARNING

We offer cost-effective learning solutions for meeting the demands of your dispersed workforce

TRAIN-THE-TRAINER PROGRAMS

We deliver scalable solutions that meet all your enterprise needs



consensus

PEACE BUILDING



We develop and provide a wide range of processes and interventions to support, transform, and maintain peaceful relationships among groups, organizations, and governments

MEDIATION

We help leaders on the brink of violent conflict identify and adopt mutually-agreeable solutions that avoid the violence

GROUP FACILITATION & DIALOGUE

We guide communities struggling with conflict tackle the issues that divide them through structured discourse

PROGRAM ANALYSIS & DEVELOPMENT

We evaluate proposed peacemaking, peacekeeping, and peace building solutions, as well as design and develop effective conflict resolution solutions

TRAINING & EDUCATION

We help leaders, peace builders, peacemakers, peacekeepers, and other conflict resolution specialists develop critical skills for addressing violent conflict

CLIENTELLE



We service a global client base, both within private and public sectors

We work with multinational corporations, mid-cap companies, small ventures, government agencies, non-governmental organizations, family offices, and individuals

Broadly speaking, our private sector clients include many of the Global 100, Big Four accounting firms, leading alternative investment funds, preeminent law firms, and other global industry leaders.

We would be happy to provide you with client references, upon request.



Global Headquarters

1441 Broadway • New York NY 10018 • www.ConsensusGroup.com • +1 212 391 8100

Berlin • Delhi • Geneva • Hong Kong • Jerusalem • San Francisco • Singapore