



# 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

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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.



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# SENIOR STAFF

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Lt. Jack Cambria, Assoc. Principal  
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# RETURN ON **INTERACTIONS**<sup>TM</sup>

Our **Return On Interactions**<sup>TM</sup> 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



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# 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



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# 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



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# 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.



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