



For more information, including profiles of our consultants, visit [www.insightpartnersconsulting.com](http://www.insightpartnersconsulting.com)  
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**Insight helps senior executives and managers get the most value out of every challenging business moment. Whether you are faced with a difficult negotiation, a delicate conversation or a complex financial transaction, we have a variety of services to help you optimize outcomes.**

### Advisory

Provide specific and immediate advice for narrowly defined problems

### Problem-Solving

Handle problems and negotiate deals on behalf of clients

### Process Management

Oversee a subset of management's responsibilities

### Manager Proxy

Assume the full roles and responsibilities of the manager

### Our Value Proposition

With its origins in the Harvard Negotiation Project and decades of experience working with Fortune 500 companies spanning five continents, IPC has expertise in both the theory and practice of negotiation, effective communication, and strategic relationship management. Leveraging these core skills, we produce optimal substantive results for our clients while minimizing damage to working relationships.

### What We Do

IPC customizes its services to help organizations with a wide range of challenges, including talent and investor management, task and project execution, asset disposition, deal optimization, restructuring, dispute resolution, merger/alliance management, and strategic planning. We work with management to:

- **Negotiate:** As advisors, coaches, or active participants, we help management handle any challenging situation that requires expertise in influencing and negotiation.
- **Solve Interpersonal Dynamics.** As advisors or mediators, we solve interpersonal dynamics that undermine substantive results.
- **Design and Facilitate Key Meetings.** As advisors or facilitators, we ensure efficient information sharing and the development of concrete action plans at pivotal meetings.
- **Manage:** Managers who lack the time or expertise to achieve optimal results delegate responsibility to Insight for a portion or all of relevant tasks or operations.