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Name

Dr. James Alvarez

Topics and Title

Psychologist. Negotiation & Persuasion expert

Background History

Dr. James Alvarez is a licensed clinical psychologist. He runs a specialist consultancy delivering psychological preparation and response services to

clients operating in hostile and standard environments worldwide.

His exciting, engaging and entertaining style makes it easy for audiences to relate to him.

He has made numerous media appearances in the US, UK, Europe and Australasia and was recently featured in the Channel 4 production: "Talk To Me: Hostage Negotiators of the NYPD", a 90 minute documentary about one of the Hostage Negotiation Teams he works with.

He has recently been quoted in The Financial Times, The Independent, EuroWeek Magazine, The Press Gazette and Management Today as well as in various broadcast media including CNN, ITV, Reuters and the BBC.

Dr. James Alvarez received his PhD in Clinical Psychology from Columbia University. He is bilingual in English and Spanish

Areas of Expertise

Dr. James Alvarez is the only consultant used by NYPD and Scotland Yard's hostage negotiation teams, as well as FTSE and Fortune 100 companies like Exxon Mobil, Reuters, BBC, Kroll Security International and Smith and Nephew.

Other clients include the kidnap for ransom insurance industry and government agencies. A published author, he is an Honorary Police Surgeon of the NYPD.

James's extraordinary depth of experience in crisis management, hostage negotiations and communications make him a world expert in advanced influence techniques. This uniquely places him to give audiences valuable information on the most powerful psychological persuasion techniques that get people to say yes to requests.

He talks on and trains businesses in the art of negotiation strategy, influencing skills and persuasion. The techniques used to defuse hostile hostage situations, can be directly related to dealing with negotiation situations in business. Although the stakes and the seriousness of the scenario may not be so high, the rules of communication, negotiation, persuasion and influencing skills are just as important.

Dr. James Alvarez can deliver keynote presentations and interactive seminars, as well as training workshops as required.