

FOR IMMEDIATE RELEASE

For more information:

Contact: Lisa Hicks, Valeo Strategy Group
Phone: 803.417.1110
Email: lhicks@valeo-strategy.com

Edward Hardy Payne to Present Workshop at SCIP Intellicon Euro, Prague 2023

[Bradenton, Florida – November 13, 2023] – Valeo Strategy Group, LLC today announced Edward Hardy Payne, Managing Partner and Chief Strategy Officer will present a workshop at SCIP's Intellicon Euro, Prague, "Corporate Conversational Intelligence- The Art of Gentle Elicitation."

"*Corporate Conversational Intelligence* is the art of gathering information without asking questions. It helps you to ethically extract detailed market information from specific conversations, while simultaneously building the relationships essential to your success," shared Payne.

This 4-hour workshop will guide attendees through the maze of how to ethically extract detailed market information from specific conversations, while simultaneously building the relationships essential to your success. *Corporate Conversational Intelligence* is a proven technique for gathering information without asking questions.

For more information about this event, visit [SCIP Euro 2023](#).

###

About Edward Hard Payne

Mr. Payne is a Competitive and Market Intelligence expert with more than 20 years' experience. He is skilled in human intelligence collection, research design, and analysis. His specialties include primary sourcing, exhibit/event collection, strategic positioning, and sales strategy.

Prior to joining Valeo Strategy Group, Mr. Payne's experience included nearly a decade serving as research director for Fuld + Company, a global research and strategy consultancy, prior to the company's relocation to India. Mr. Payne also established the competitive and market intelligence departments of Cross-Country Staffing and respected technology and research consulting firm, Giga Information Group. Mr. Payne has also worked as a private investigator and as a senior national political party analyst. Mr. Payne graduated with a Bachelor of Arts degree from Denison University and resides in the Boston, MA area.

About Valeo Strategy Group

Valeo is an essential partner when you need to inform your strategic decision-making. "Valeo" Comes from the Latin "to Win". By creating breakthrough strategies, the company's mission is to help clients outmaneuver and outperform their competitors. For over a decade, many of the Global 2000 have turned to Valeo to inform successful strategies. Executives utilize Valeo Strategy Group's resources to bring difficult to obtain insights about their competitors, potential customers, channel partners and global markets to their decision-making. The company helps to de-risk the strategic planning process so that the best results are achieved, with the least possible cost, and in the shortest amount of time. For more information visit: www.valeostrategy.com.

Valeo Strategy Group, LLC