PRIVATE CLIENT PROSPECTUS

Working *with* India

ADVISORY DESK

A second opinion when the situation is live and the next move matters.

For leaders, organisations and institutions facing important India-facing decisions, relationships, stakeholder expectations and developing risks.

AVAILABLE ON ITS OWN

No Working with India briefing or seminar is needed first.

The situation is live. The next move matters.

The meeting ended. The uncertainty did not. Fluent conversation and apparent agreement can create confidence before the position is secure — and three things make the next move hard.

01

The information is incomplete

You have to act before you know everything you would like to know.

02

People disagree

Stakeholders read the situation differently — and want different things.

03

The consequences are real

A poor reply now can cost trust, time or money later.

TWO DIFFERENT KINDS OF SUPPORT

BRIEFINGS AND SEMINARS

Build the skill

For a group. Shared tools, a common language and practice on realistic cases.

THE ADVISORY DESK

Support the live moment

For a real situation. Your case, your stakeholders, your next move — in confidence.

Not another training session.
A confidential, bounded space to test your reading — and prepare your next move.

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What you can bring to the Desk

Start with one defined situation — it does not need to be fully diagnosed. The examples are illustrative; the scope of each engagement is agreed separately.

01 — MEANING

A negotiating position

The sides seem close, but who can approve — or what "agreed" means — is still unclear.

02 — AUTHORITY

Decision authority

Titles and influence do not show who can decide, approve or commit.

03 — TRUST

A difficult conversation

A concern must be raised without losing the point, the relationship or the next step.

04 — COMMITMENT

A fragile commitment

A date, handover or promise is at risk, and the best response is unclear.

05 — READ INDIA

Global–India coordination

Headquarters, India-based teams or partners are working from different assumptions.

06 — ANY LENS

Review and repair

An important exchange went badly — and the next reply needs thought.

HOW THE TIMING VARIES

BEFORE

Prepare the next move.

AS IT DEVELOPS

Re-check as things change, within your agreed access.

AFTER

Review what happened and recover.

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One defined situation. Clear limits. Your decision.

Each engagement starts with one defined issue and has clear limits. We agree the question, the access and the form of support before any advisory work begins.

01 **AGREE THE SCOPE**
A 20-minute introductory discussion, at no charge. We agree the situation, the access and the form of support.

02 **EXAMINE THE SITUATION**
Share a short case outline. GSL gives an independent view and looks at realistic alternatives.

03 **PREPARE THE NEXT MOVE**
Leave with clearer options and next actions. The judgement and the decision stay with you.

Confidential · **One defined issue** · **Before, during or after** · **Calls and written review** · **No briefing needed first** · **Scope and fees agreed in advance**

IN THE FULL BROCHURE

- The four ways to access the Desk, from a single Executive Decision Session to an annual partnership, with fees
- What the Desk does and does not do, and the boundaries that apply
- How to begin: the introductory discussion and what follows

YOUR ADVISOR



Malcolm Patrick McCluskey

For more than 25 years, Malcolm has worked where expert knowledge meets unfamiliar expectations, across Europe, the USA and Asia. He has coached and advised hundreds of senior executives for the Financial Times and Nikkei, including leaders at Tata, and founded and led N4MI, a London-based, 40-person political-risk consultancy.

His connection with India began in his twenties. He coordinated Western funding, government departments and international partners for tsunami relief near Chennai, and worked in New Delhi on a US venture's planned entry into India.

SELECTED CLIENT EXPERIENCE **Financial Times · Nikkei · Tata · GSK · PwC · SoftBank · INPEX**

THE FULL BROCHURE

See the access levels, the fees and how to begin.

Free on request. Sent to you directly.

REQUEST THE FULL BROCHURE · EMAIL US · Explore the Desk →

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