



HERACLES[©]

THE 8 KEY COLLECTIVE
AGILITY QUESTIONS



CONFERENCE

LAURENT COMBALBERT

[CONFERENCE]

HERACLES[®]

THE 8 KEY
COLLECTIVE
AGILITY
QUESTIONS

WHY CHOOSE HERACLES[®] TO DESIGN A LEADERSHIP AND COLLECTIVE AGILITY GUIDE ?

Because it is a beautiful illustration of the paradox of the leader. Heracles, who the romans called Hercules, is a hero celebrated throughout Greek mythology. The illegitimate son of Zeus and Alcmene and grandson of Perseus, he represents both the heroism of someone who faces danger for the sake of others and fragility in the face of his passions and overwhelming emotions.

In a complex world, the leader is both someone who motivates their teams and someone who faces the dangers of the uncertain, but also someone who has to know themselves better than anyone else so they can manage their emotions and guard against personal biases to stay on course in stormy times. The HERACLES[®] guide helps us to think about the eight key leadership and collective agility questions.



- H** — Understand the **H**igh intensity level and its impact on all
- E** — Get the **E**ngagement of your teams under all circumstances
- R** — **R**egulate individual and collective functioning
- A** — Encourage **A**gility and permanent adaptation in your organization
- C** — Develop **C**onfidence in yourself and among others
- L** — Maintain **L**oyalty in times of high intensity
- E** — Help your team **E**volve and those within it
- S** — Know **Y**ourself to constantly improve



LAURENT COMBALBERT

[THE SPEAKER]



Laurent Combalbert has been a professional negotiator since 1998, and is an expert in crisis management and complex negotiations. A former RAID officer-negotiator and graduate of the FBI National Academy, he is regularly quoted in the media and is recognized as one of the world's leading negotiation experts.

Author of more than 30 books, he is the creator of the PACIFICAT® and HERMIONE® reference systems, based on more than 25 years' experience in crisis negotiation. Today, he heads **TTA - The Trusted Agency**, where he supports companies and institutions as a speaker, trainer and strategic advisor.

A NATO expert and author for the Harvard Business Review, he is listed in the Global Gurus ranking of the world's top 30 negotiators. The American series Ransom was inspired by his career.



« Trust is gained by drops and lost by liters. »



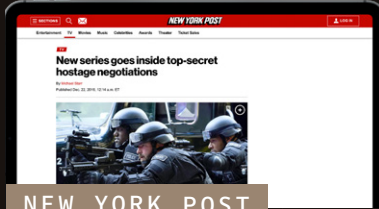
THEMES DISCUSSED



There is no right answer to the HERACLES® questions, but by questioning what makes a leader and what drives collective performance, everyone will be able to identify their strengths and weaknesses in the recruitment, management and development of agile teams.

In the HERACLES® conference Laurent Combalbert addresses the eight essential leadership and collective agility questions for organizations. He illustrates each of the eight letters of HERACLES® with cases he experienced during his 25-year career in RAID or as professional negotiator.

MEDIA, DOCUMENTARIES AND SERIES



NEW YORK POST



LAURENT COMBALBERT IS A WORLD-RENOWNED CRISIS NEGOCIATOR.



L'EXPRESS



"MILO", DE LAURENT COMBALBERT : PLONGÉE DANS L'ANTRE D'UN NÉGOCIATEUR.



YOUTUBE VIDEO

NÉGOCIATEUR DU RAID : SES PIRES PRISES D'OTAGES

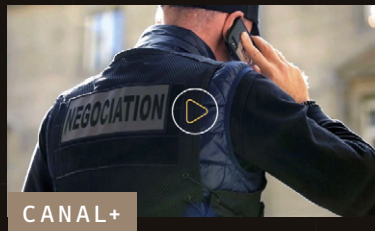
LEGEND



BFMTV

NÉGOCIATIONS COMMERCIALES

UN EX NÉGOCIATEUR DU RAID COACHE DES INDUSTRIELS



CANAL+

NÉGOCIATEURS, LE PRIX D'UNE VIE

DANS LES COULISSES DES LIBÉRATIONS D'OTAGES



EUROPE 1

LE PORTRAIT INATTENDU DE...

LAURENT COMBALBERT



FRANCE 5

COMMENT « NÉGOCIER » AVEC VOS ENFANTS

LA MAISON DES MATERNELLES #LMDM



DOCUMENTARIES

LES NÉGOCIATEURS

Cycle of 5 international documentaries produced by Agence CAPA, retracing the major hostage-taking events of the 20th and 21st centuries. Laurent Combalbert acts as expert commentator throughout the documentaries.



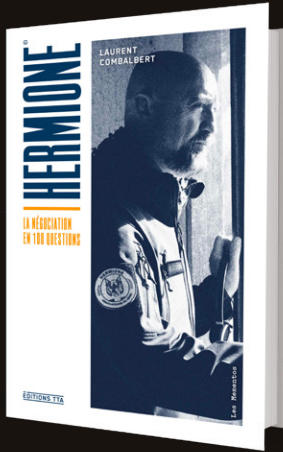
TV SERIES

RANSOM

International TV series based on a crisis negotiator and inspired by the lives of Laurent Combalbert and Marwan Mery (3 seasons).

THE MEMENTOS

ÉDITIONS TTA



HERMIONE[©]

LA NÉGOCIATION EN 100 QUESTIONS



« Negotiation is the art of friction. It's the art of disagreements and how best to find solutions. Thanks to it, we can find doors where others want to put walls. »

LAURENT COMBALBERT | 2023

READ MORE

HERACLES[©]

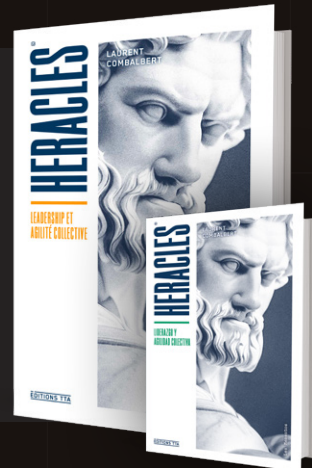
LEADERSHIP ET AGILITÉ COLLECTIVE



« You may have been made a leader, but it's your operators and your teams who make you a leader. It's them you need to think about on every page of this book. »

LAURENT COMBALBERT | 2023

FRENCH & SPANISH
VERSION



READ MORE

READ MORE



PEACE[©]

LE RÉFÉRENTIEL DE GESTION DES CONFLITS



« My job is to stop time for all those who see their world crumbling around them. »

JEAN-BAPTISTE MARTINEZ | 2022

BIBLIOGRAPHY

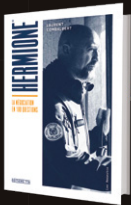
LAURENT COMBALBERT IS THE AUTHOR OF OVER 30 BOOKS, INCLUDING SEVERAL AWARD-WINNING BESTSELLERS.



LA NÉGOCIATION
DUNOD, 2024



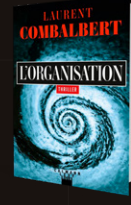
MILO
CALMANN-LEVY, 2024



HERMIONE
ÉDITIONS TTA,
2023



HERACLES
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2023



L'ORGANISATION
CALMANN-LÉVY,
2023



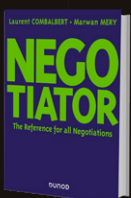
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« Prix de l'Académie des
Sciences Commerciales
2020 »



NÉGO
CALMANN-LEVY, 2021

« Prix Sang pour Sang
Polar 2021 »



NEGO CIATOR
DUNOD, 2021

ÉDITION
ANGLAISE



NON MERCI,
DOCTEUR
DUNOD, 2020



DANS LA PEAU
DE DEUX
NÉGOCIATEURS
D'ÉLITE
EYROLLES, 2017



LES 5 LEVIERS
DE LA CONFIANCE
EYROLLES, 2016

« Prix du livre Qualité
Performance »
décerné par le MEDEF



COMMENT
NEUTRALISER
LES PROFILS
COMPLEXES
EYROLLES, 2015



DEVENEZ MEILLEUR
NÉGOCIATEUR
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ESF, 2015



LA GESTION
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2018

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