

KEYNOTE · 45 MINUTES · IN PERSON OR VIRTUAL

Why Brilliant Analysts Get Ignored

Every organisation has them: the sharpest analytical minds in the building, producing rigorous work that goes nowhere. Their proposals get shelved, their warnings politely noted, their less-qualified colleagues promoted past them. It was never their logic.

Claire spent two decades among the most numbers-driven professionals there are - pricers, analysts, actuaries - and watched the pattern repeat: technical excellence, mispriced. In this session she shows analysts and their leaders how to close the gap between being right and being heard - by treating their analysis as a product, their stakeholders as buyers, and the yes as an exchange of value, not a reward for rigour.



WHO IT'S FOR

Analysts, data scientists, finance and pricing professionals - and the leaders who want their technical teams to have more impact. Ideal for organisations where great analysis too often dies in the meeting room.

WHAT TO EXPECT

- 01 Why rigour alone doesn't win decisions.
- 02 How to translate analysis into value your stakeholders care about.
- 03 A repeatable structure for recommendations that get acted on.

"Claire was an impactful and succinct speaker who made her ideas land clearly. I liked how she structured her talk around three key lessons, each brought to life with relatable stories and examples. A genuinely thought-provoking session."

Tim Stout · Head of Growth & Innovation, Consumer Intelligence, UK

"I'm learning from every interaction with Claire — even her Saturday morning reminders are smart and impactful. Since attending her workshop, I've been taking much more time to build my agenda, consciously threading my story and simplifying my messages. The regular reminders of her lessons have helped ensure these new habits stick."

Andy O'Brien · Pricing Director, EPIC Conjoint, Ireland

ABOUT CLAIRE

Claire Wang is an international pricing strategist who has spent two decades pricing the invisible - foreign exchange, telecoms, insurance - across three continents. She had to learn the hard way how to walk into a room of senior executives and walk out with her ideas endorsed - and turned what she learned into her first book, *The Price of Influence*. Based in France, working worldwide.