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**ART OF COACHING PODCAST™ EPISODE 245**  
**DEREK GAUNT: APPLYING LESSONS LEARNED IN HOSTAGE NEGOTIATION TO**  
**LEADERSHIP & LIFE**

According to Derek Gaunt, what is the skill that both hostage negotiators and normal people must develop in order to effectively influence human behavior?

Physiologically and psychologically speaking, what does listening do to the brain and why is it so powerful when applied correctly?

What should be our goal when entering a new conversation with someone? And how do we go about doing this? Hint: it requires great listening.



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Fill in the blanks. "You can't be \_\_\_\_\_ and \_\_\_\_\_ at the same time."  
Why is this so crucial to remember when having hostile or hard conversations?

According to Derek, what defines a "hostile conversation" and what are ways we can mitigate one we're in or avoid them in the future?

Why is logic alone not enough to change someone's mind or behavior? For more on this topic check out [E202: Why Facts & Logic Won't Change Our Mind](#)



## Art of Coaching Podcast™

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### ABOUT



Join us as we dive more deeply into what it takes to change attitudes, outcomes & behaviors across a variety of world-class environments. Our guests include a wide range of professionals ranging from coaching, law enforcement, scientists, managers, military and entrepreneurs.

While I may originally be a strength and conditioning coach by trade- my work now spans across the corporate realm, military setting and beyond. If you work with people in any capacity and are fascinated by what makes them tick, this show is for you!

Each episode is packed with tactical insights as we prioritize providing you with key take-aways, instead mass produced "surface level" advice. Expect to be challenged, expect to be surprised and expect to maybe find a few laughs along the way as well.



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