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**Trust & Nonverbal Communication Expert;
Former Prosecutor & Undercover Cop**

<https://www.kmprod.com/speakers/pamela-barnum>

Bio

Negotiation Expert in Body Language, Human Behaviour & Communication

Imagine what it would be like to live as a different person with a different name, identity, and background. For months, you live with a false identity, and your success depends on building trust and detecting deception with some of the most dangerous people imaginable. That's precisely what Pamela Barnum did for years working undercover in the Drug Enforcement Section. She learned real-world techniques for building trust and interpreting body language. Her keynote on how to create a culture of trust in an uncertain future is one of her most requested presentations.

When Pamela graduated from law school, she left policing and accepted a position as a federal prosecuting attorney. She spent countless hours in the courtroom, perfecting her proficiency as a trust strategist and body language expert.

Following a successful 20-year career in the criminal justice system, Pamela studied corporate negotiations in graduate school. Now, she shares her expertise with others, teaching them how to improve their communication skills to increase trust inside corporations, associations, and law enforcement agencies. She learned quickly how to separate fact from fiction and truth from

falsehood.

As a nonverbal communication expert and trust strategist, Pamela delivers techniques once thought of as a “secret second language” participants can begin using immediately.

Take decades of experience in deep undercover work in narcotics and a successful legal career, and you get real-world strategies that help attendees crack the code on trust, improve professional relationships and increase effectiveness using proven field-tested techniques.

Pamela shares her experience, research, and expertise with humor, candor, and energy, blending actionable strategies with memorable stories.

She is also a featured expert and contributor in print media, radio and television news programs in Canada and the United States. In addition, she has appeared in person before live and virtual audiences ranging from 50 - 12,000.

Currently (as of April 15, 2025) Pamela Barnum can be seen on the new CRAVE series "[Building Bad](#)".

Topics

With decades of experience in the criminal justice system as both an undercover cop and a federal prosecuting attorney, Pamela Barnum shares real-world techniques and strategies to negotiate, influence, and build trust through intentional communication and nonverbal cues.

Pamela Barnum Speaker Presentations for Conferences & Corporate Events

REWIRING CONNECTION: Tactical Influence in the Age of AI

In today's fast-paced world, the demands on executive leadership are skyrocketing. With the rapid advancement of AI, leaders must now demonstrate C-suite readiness, shape opinions, and inspire teams to achieve new standards in an ever-evolving landscape.

However, as AI continues to weave its way into our daily lives, an overreliance on this technology leads to dependency and cognitive decline. While organizations celebrate AI-driven productivity, they may unknowingly foster weaker, less-connected teams. Critical thinking is waning, motivation is dwindling, and a sense of isolation is rising.

As AI reshapes our cognitive processes and interactions, redefining the mindset and behaviors that enhance executive presence becomes vital.

Gain the skills needed to:

- **Communicate with Precision:** Master the art of conveying intentions clearly and ensuring they are accurately perceived, closing the gap that often hinders performance success.
- **Harness Persuasion Power:** Unlock the secrets of successful persuasion amidst AI's impact on communication and learn how to amplify your message effectively.
- **Build Trust-Based Connections:** Cultivate authentic interpersonal connections in an AI-dominated world to enhance communication and persuasion skills, leading to greater impact and efficiency.

Tactical Influence provides emerging and established executives with the strategies to stand out as effective, trustworthy leaders whose presence instills confidence within their teams and themselves. Embrace the future of leadership with tools that empower you to thrive in the age of AI.

CREATE A CULTURE OF TRUST to Prepare for an Uncertain Future

Trust is in crisis, and earning trust has never been more imperative than it is now. Trust solves risk problems, improves culture, and increases innovation to prepare for an uncertain future; without trust, there is no transaction.

Create a culture of trust with:

- **Transparent communication.** Establish stability and security in times of uncertainty without overcommunicating or micromanaging;
- **Respect for self and others.** Eliminate uncertainty and fear to increase productivity, profits, and appreciation for others with more than words;
- **Undercover tactics** anyone can use to increase rapport and decrease conflict anywhere, anytime;
- **Sincere and authentic nonverbal cues.** Discover how to communicate trust with more than words consistently;
- **Take ownership** while exercising tact and diplomacy in challenging situations. Learn how to deliver bad news and provide critical feedback in a way that strengthens your reputation and repairs relationships.

CRACK THE CODE: Communication Strategies for Powerful Results

More than fifty percent of our communication is nonverbal; we miss more than half of the conversation when we fail to pay attention. Learn the secret second language reserved for communication experts and law enforcement to communicate confidence, elevate influence, and improve negotiation outcomes.

- **Display calm confidence** in every situation. Learn when to move toward, not away from, conflict and when silence is the most effective negotiating tactic.
- **Decode nonverbal cues** with certainty. Understand what is being said, regardless of the words used.
- **Detect deception** with greater accuracy using science-backed techniques. Confidently assess verbal and nonverbal misrepresentation indicators, bluffing, and lies in real-time.

TACTICAL INFLUENCE: The Superpower for Leaders

Tactical Influence is vital to gaining trust, aligning efforts to pursue goals, inspiring positive change, and significantly increasing revenue. Using proven LIFE skills to enhance essential outcomes, **learn how to:**

- **Leverage** talent with intentional communication cues for increased collaboration and quicker decisions.
- **Inspire** intrigue. Uncover how to increase productivity, creativity, and happiness with the power of curiosity and when best to utilize it.
- **Fearlessly** communicate confidence and maintain a strong executive presence in times of uncertainty. Use fear and doubt to supercharge insight and eliminate imposter syndrome.
- **Empower** with empathy. High-empathy-based environments have performance levels three times higher than low-empathy environments. Discover the often-overlooked strategy that builds a stronger, more productive, and more engaged culture.

Impostor Syndrome IS a SUPERPOWER

A growing body of evidence shows that a lack of confidence is devastating to our success. Demonstrating less self-assurance is what keeps us from achieving at the highest levels. However, imposter syndrome has an upside, and attendees at this program will learn how turn it into a superpower.

Develop immediate skills to:

- Turn doubt and fear into valuable insights.
- Maintain a strong executive presence when overcome by uncertainty.
- Influence your environment to supercharge, not sabotage your confidence.

Although this content primarily focuses on people in executive positions, it is instructive for anyone aspiring to be a more influential and effective leader.