

# The Negotiation & Leadership Conference 2011



Harvard Extension Service & Leadership Society

In association with Harvard Law Negotiators and

In conjunction with The Institute for Negotiation Leadership & Diplomacy



Charles Hamilton Houston

INSTITUTE FOR RACE & JUSTICE  
HARVARD LAW SCHOOL



## SOCIAL, EMOTIONAL *and* SPIRITUAL INTELLIGENCE in NEGOTIATIONS

How does social, emotional and spiritual intelligence affect negotiation outcomes? Is IQ a sufficient predictor of success in negotiations? Can multiple intelligence theory provide strategic insight into the processes of negotiation? Join us as we explore these issues to discover how different intelligence models might best be incorporated into negotiation theory and practice. As models for developing social, emotional and spiritual intelligence are increasingly used in corporate settings (by companies such as Nokia, Unilever, McKinsey, Shell, Coca-Cola, Hewlett Packard, Merck Pharmaceuticals and Starbucks), we will look at how to become a smarter negotiator for leadership excellence and outstanding performance in the 21st century, whether in law, government, business or everyday life.

### Joseph Martin Conference Center

Harvard Medical School  
77 Louis Pasteur Avenue  
Boston, MA 02115

Saturday April 16, 2011 | 9am – 7pm

**Register Online Now!**  
[www.negotiationleadership.org](http://www.negotiationleadership.org)

Live stream option for distance students and the community!

### Session 1: Social & Emotional Intelligence in Negotiations



#### Michael Wheeler

Professor of Management Practice, Harvard Business School  
Former Visiting Professor, Harvard Law School  
Co-director, Negotiation Pedagogy initiative at PON; Editor, *Negotiation Journal*  
Author, *What's Fair? Ethics for Negotiators & Business Fundamentals in Negotiation*



#### Dr. Dan Shapiro

Faculty at Harvard Law School and Harvard Medical School  
Founder and Director, Harvard International Negotiation Program  
Chair, World Economic Forum's Global Agenda Council on Negotiation & Conflict Resolution  
Co-Author, *Beyond Reason: Using Emotions as You Negotiate*



#### Dr. Karen Walch

Associate Professor, Thunderbird School of Global Management  
30+ years experience in insurance, law, tourism, security studies, and MBA education  
Co-author, *Understanding Negotiation*; Author, *Seize the Sky: 9 Secrets of Negotiation Power*  
PhD in International Political Economy and Negotiation at the University of WI



#### Joshua Freedman

COO of Six Seconds; consults with leaders and teams around the world  
Specialist on developing & applying EQ in orgs such as FedEx, UN, HSBC  
Author, *At the Heart of Leadership*, *INSIDE CHANGE: Transforming Your Organization with Emotional Intelligence* and four validated psychometric tools



#### Dr. Ted Johnson (Moderator)

Professor, Coexistence & Conflict graduate program, Brandeis University  
Worked for Conflict Management Group, Mercy Corps & Bridgeway Group with WHO, World Bank, UNCTAD in South Africa, Cyprus, Balkans, and Iraq  
Former Deputy District Attorney, Orange County California  
JD from Western State University; MA and PhD from Tufts University

Seating is limited. Register online to reserve a premium seat and enter the giveaway!

Tickets include lunch, refreshments and parking.

### Questions?

Email [negotiationleadership@gmail.com](mailto:negotiationleadership@gmail.com) or call 781-686-1760

This event is open to students across all Harvard schools as well as other universities, members of the larger community and via live-stream to viewers around the world.



### Session 2: Spiritual, Intuitive & Ethical Intelligence in Negotiations



#### Dr. David Hall

President, University of the Virgin Islands  
Former Dean, Northeastern School of Law ; Former Provost, Northeastern University  
Author, *The Spiritual Revitalization of the Legal Profession: A Search for Sacred Rivers*  
SJD and LL.M., Harvard Law School



#### Erica Ariel Fox

Lecturer on Law, Harvard Law School  
Founder, The Global Network for Negotiation Insight Exchange (GNNIE)  
President, Mobius Executive Leadership  
BA with honors, Princeton University; JD with honors, Harvard Law School



#### Dr. Ted Malloch

Yale University Research Professor  
Chairman & CEO, The Roosevelt Group  
Former Executive board member World Economic Forum; Ambassadorial level in the UN  
Author, *Spiritual Enterprise: Doing Virtuous Business*



#### US Navy Commander David Tubley

Director, Professional Development Naval Chaplaincy School; designed Navy's resiliency enhancement curriculum and professional training on emotional intelligence  
Recipient of Meritorious Service Medal (2 gold stars), Navy Commendation Medal (2 gold stars), Air Force Achievement Medal



#### Andre Bisator (Moderator)

President & Founder, The Institute For Negotiation Leadership & Diplomacy  
Founder, The Negotiation & Leadership Conference (first Harvard-wide student-run conference on negotiations); Experienced negotiator in venture capital, business consulting, social entrepreneurship, academic and faith-based environments  
BA in Theology from ORU; MBA and MSc. In Finance from Florida International University

### Session 3: Emerging Leaders Panel



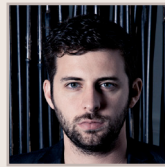
#### Divya Narendra

Co-founder, ConnectU, and an Originator of the Facebook idea at Harvard College; featured in the film *Social Network*  
CEO & founder, SumZero, the largest online community of buy-side analysts in the world  
Former Associate, Sowood Capital Management; Former M&A analyst, Credit Suisse Securities  
BA, Harvard College



#### Mark Bao

Serial technology entrepreneur; Started 10 companies in 5 years  
Hailed as "Next Mark Zuckerberg" by various technology magazines  
Founder, ThreeWords.me, a viral social application he recently sold as an acquisition  
CEO, Avecora; a network connecting people and devices for open data communication



#### Brent Green

Co-Founder and Co-President, Toy Gun Films  
Produced *En Tus Manos* in Colombia, winner of several Film Festival Awards  
Began film career in 2004 on the feature film *End of the Spear*  
Former Creative Director and Vice President, New Media for EGM.tv/EthnoGraphic Media



#### Dr. Nigel Clarke

CEO, Facey Commodity Limited; COO, Musson Group (International Conglomerate)  
Board Director, Central Bank of Jamaica  
Board Director, Seprod Group of Companies Ltd.  
Oxford Rhodes Scholar; PhD, Mathematics



#### Sal Perisano (Moderator)

CEO, iParty; Chairman & CEO, Big Party Corporation  
Co-founder, Videosmith, a leading video retailer in Boston  
Former CEO, XtravisionPLC, acquired by Blockbuster Video  
BA, Boston College; ALM from Harvard Division of Continuing Education