



NEGOTIATION & LEADERSHIP CONFERENCE

A STUDENT-ORGANIZED CONFERENCE AT HARVARD UNIVERSITY

Presented by the Students of Harvard Division of Continuing Education, Harvard Business School, Harvard Kennedy School and Harvard Law School

In conjunction with the Institute for Negotiation Leadership & Diplomacy

2012

Register Online Now!
www.negotiationleadership.org/2012conference
Live stream option for distance students and the community!

Developing Mastery in Negotiation & Leadership

This promises to be a life-changing event that will help attendees achieve personal and professional mastery in the field of negotiations. We will look at the intellectual and conceptual foundations for the development of mastery in negotiations as well as the tools and strategies to develop leadership mastery. This will include a practical exploration of the topic from an industry perspective as well as experiential/applied training that will help attendees achieve mastery as a skilled negotiator or leader in the 21st century, whether in law, government, business or everyday life.



Dr. Thomas Schelling

Nobel Prize Winner in Economics (2005)
Former Faculty at Harvard; Ph.D. in Economics from Harvard University
Expert in bargaining, conflict & cooperation; Author of *The Strategy of Conflict*
Former White House Advisor on Marshal Plan, Nuclear Weapons & Foreign Policy (during Cold War)



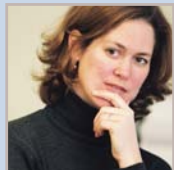
Dr. William Ury

Co-founder, Program on Negotiation at Harvard Law School; Senior fellow, Harvard Negotiation Project
Co-author with Roger Fisher of *Getting to Yes*; Author, *The Power of a Positive No*
Co-founder of the International Negotiation Network (with former president Jimmy Carter)
Ph.D. Harvard University



Robert Mnookin

Harvard Law School Professor
Chair of the Program on Negotiation at Harvard Law School
Director of the Harvard Negotiation Research Project
Author of *Bargaining with the Devil: When to Negotiate, When to Fight*



Sheila Heen

Co-author of the New York Times Business Bestseller, *Difficult Conversations*
Co-Founder of Triad Consulting Group; Lecturer on Law at Harvard Law School
Featured on Oprah, NPR's Diane Rehm's Show, Fox News, and CNBC's Power Lunch
J.D. Harvard Law



Irma Tyler-Wood

Partner with Ki ThoughtBridge, a company that provides consultation and training in leadership development, negotiation, mediation and leading change
Former Assistant Director of the Conflict Clinic at the Harvard Negotiation Project
Co-author of the book *Expand the Pie: How to Create More Value in Any Negotiation*
Former negotiation Teaching Fellow with Roger Fisher; J.D. Harvard Law



Jim Camp

Founder and CEO of the Camp Negotiation Institute; Best-selling author of *Start with No*[®]
Trained numerous Fortune 500 Companies as well as the FBI Hostage Negotiation Training Unit
Featured on CNN, CNBC, *Wall Street Journal*, *Fortune*, *Harvard Business Review*, *Fast Company*, *Cosmopolitan*, *San Francisco Chronicle*



Steve Stoute

Founder & CEO of Translation, an industry-leading branding/marketing firm whose clients include McDonald's, State Farm, Coca-Cola, Target & Budweiser
Former President, Urban Music at Sony; Former EVP, Interscope/Geffen A&M Records
Author, *The Tanning of America: How Hip-Hop Created a Culture That Rewrote the Rules of the New Economy*



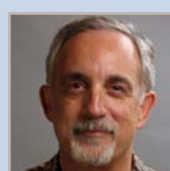
Lanham Napier

President and CEO of Rackspace; a fast growing and successful high-tech company
Recognized by *Forbes* as one of "America's 15 Most Powerful CEOs 40 And Under"
Recognized as one of the "Top 100 Most Influential Executives" by Everything Channel's CRN
Led Rackspace to FORTUNE[®] ranking as a "100 Best Companies to Work For"
MBA Harvard Business School



Tony Robbins

World Authority on Leadership Psychology and Peak Performance Expert
One of the most sought-after speakers in the world
Recognized by Harvard Business Press as a "Top 200 Business Gurus" and by Accenture as a "Top 50 Business Intellectuals in the World"
Clients have included: Nelson Mandela, Bill Clinton, Mikhail Gorbachev, Margaret Thatcher



Mitch Kapor

Pioneer of the personal computing industry for 30 yrs as entrepreneur, software designer & investor
Founder of Lotus Development Corp.; designer of Lotus 1-2-3
Billionaire seed stage information technology investor focusing on social impact startups
Co-founder of Electronic Frontier Foundation; Founding Chair of Mozilla Foundation (Firefox)
Board member of the Level Playing Field Institute



Robert B. Barnett

Senior Partner & Executive Committee Member at Williams & Connolly LLP
Ranked Number One on *Washingtonian* magazine's list of "Washington's Best Lawyers"
Ranked as a "100 Most Influential Lawyers in America" by National Law Journal
Clients have included: Barack Obama, Bill Clinton, George W. Bush, Hillary Clinton, Sarah Palin, Larry Summers, Tony Blair, Queen Noor of Jordan



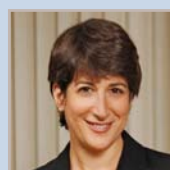
Dr. Myles Munroe

CEO & Chairman, International Third World Leaders Association, a global network of leaders from over 80 nations
President, the International Leadership Training Institute
Bahamas youngest recipient of the Order of the British Empire Award by Queen of England
Bestselling author of over 40 books including *Becoming a Leader*



Dr. Thomas P.M. Barnett

World-Renowned Military Strategic Planner, Futurist & Globalization Expert
Best-Selling Author of *The Pentagon's New Map: War and Peace in the Twenty-First Century*
Recognized as "one of the most important strategic thinkers of our time"
Ph.D. in Political Science, Harvard University



Ellen Zucker

Partner at Burns & Levinson LLP; Top Lawyer of Year by *Massachusetts Lawyers Weekly*
NAACP's Drum Major Award for Justice for advancing civil rights and social justice
Won highest jury award (over \$8M) in MA for employment case in *Monteiro v. City of Cambridge*
Argued & won *Warfield v. Beth Israel Deaconess Medical Center*, before MA Supreme Court
Featured in *NY Times*, *LA Times*, CNN, ABC, NBC, CBS, *Boston Globe*, *Boston Herald*



John Richardson

Co-author of: *Negotiation Analysis* (with Howard Raiffa) and *Getting It Done* (with Roger Fisher)
Former Associate at Harvard Negotiation Project; Former Lecturer on Law at Harvard Law School
Senior Consultant at Triad Consulting
J.D. Harvard Law



Andre Bisoror

President, Institute for Negotiation Leadership & Diplomacy, a social enterprise focusing on negotiation, conflict resolution & leadership development for urban youth, minorities and non-profits
Experienced negotiator in venture capital, business consulting and social enterprise arenas
Founder, Negotiation & Leadership Conference, the largest student-organized conference on negotiations at Harvard University; MBA in Marketing and Masters of Science In Finance, FIU

Seating is limited. Register online to reserve a premium seat.

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.



DATE & TIME

Friday April 20, 2012 | 6:00pm – 9:30pm
Saturday April 21, 2012 | 9:00am – 6:30pm

LOCATION

Harvard Medical School
Joseph B. Martin Conference Center
77 Louis Pasteur Ave, Boston, MA

WEB SITE

Visit: www.negotiationleadership.org/2012conference

Admission includes lunch, refreshments and parking

For Questions | Email: info@negotiationleadership.org or Call: 781-686-1788