

JOSHUA N. WEISS

Services:

Training

Consulting

Coaching

Speaking

Benefits to your audience:

- Learn skills that are no longer a luxury – but a necessity
- Understand securing the short term deal with building the long term relationship
- Gain knowledge of frameworks that can be implemented immediately
- Learn skills for the workplace that are applicable elsewhere in life
- Experience an interactive environment where participants practice and learn from their mistakes
- Customized trainings and workshop to meet your specific needs



Negotiation and Conflict Management Expert

Brief Bio:

Dr. Joshua N. Weiss is a negotiation expert and the co-founder of the Global Negotiation Initiative at Harvard University. He received his Ph.D. from the Institute for Conflict Analysis and Resolution at George Mason University in 2002. Dr. Weiss is a world

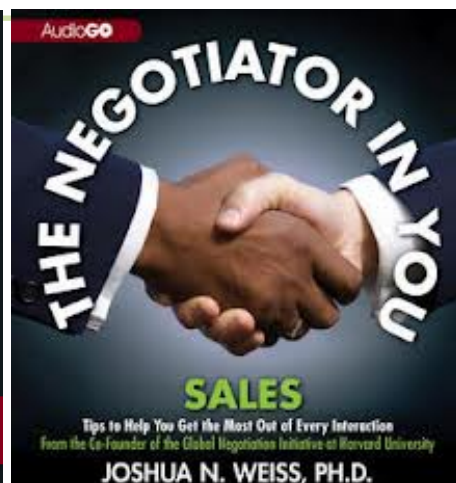
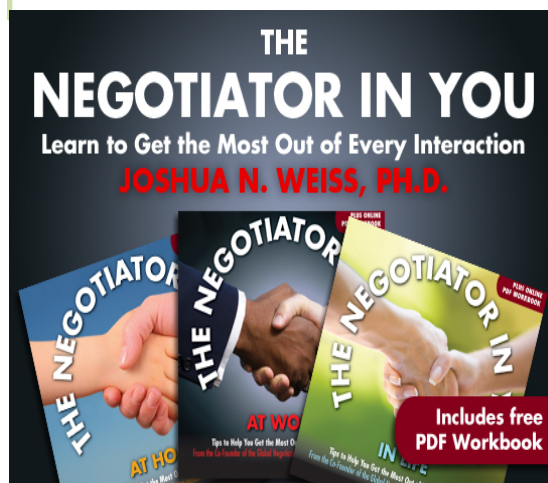
renown author and trainer on negotiation and the effective handling of conflict. He has worked with many varied entities, from Fortune 500 companies to governments from around the world, from Universities to Non profit organizations.

Recent Publications

Available as an Audiobook, eBook and soon as a Paperback

CLIENTS INCLUDE:

- Microsoft
- Harvard University
- 5th 3rd Bank
- Novellus Systems
- Christies Art Auction
- Boeringher Ingelheim
- Caliper Life Sciences
- Various agencies at the state level
- US Government
- United Nations



Testimonials

"Josh provided exceptional negotiation training to our sales, service and marketing teams. Josh is engaging, highly knowledgeable, and conducts a superb training session." **Nate Cosper, VP, Caliper Life Sciences**

"We have utilized Mr. Weiss' services several times over the last few years. In every case, his trainings have produced tangible results. Josh takes the time to learn the challenges the team is facing and customizes everything in a very useful manner. His negotiation training is now mandatory and an essential part of our teams' Business Acumen." **Dan Doyle, BI Managed Markets Training and Development**

"Dr. Weiss provided the Microsoft Standards team with expertise and insights that were immediately relevant to our work. We are engaged in complex, multi-party negotiations on a daily basis and what was presented in the training was excellent. Dr. Weiss gave us a common vocabulary and the tools we need to apply the training directly to our active negotiations." **Jason Matusow, Microsoft**

Josh is a dynamic and provocative speaker! He takes thorny and challenging negotiation and mediation issues and turns them into workable solutions. The BEST workshop I have attended in a long time! **Suzanne Aymes, Massachusetts Mediation Program**

NEGOTIATION WORKS

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CONTACT INFORMATION

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