

PRESENTER BIOGRAPHIES

Eileen F. Babbitt is Professor of International Conflict Management Practice and Director of the International Negotiation and Conflict Resolution Program at the Fletcher School of Law and Diplomacy at Tufts University. She is also a Faculty Associate of the Program on Negotiation at the Harvard Law School and a member of the Council on Foreign Relations. Her research interests include identity-based conflicts; coexistence and trust-building in the aftermath of civil war; and the interface between human rights concerns and peacebuilding. Her practice as a facilitator and trainer has included work in the Middle East, the Balkans, and with U.S. government agencies, regional intergovernmental organizations, and international and local NGOs.

Before joining the Fletcher faculty, Professor Babbitt was Director of Education and Training at the United States Institute of Peace in Washington, D.C. and Deputy Director of the Program on International Conflict Analysis and Resolution at the Weatherhead Center for International Affairs, Harvard University.

Professor Babbitt's latest publications include the forthcoming book, *Principled Peace: Conflict Resolution and Human Rights in Intrastate Conflict*, University of Michigan Press; and *Negotiating Self-Determination*, co-edited with Hurst Hannum and published by Lexington Books.

Professor Babbitt holds a Master's Degree in Public Policy from the Kennedy School of Government at Harvard University, and a Ph.D. from M.I.T.

Veronica Boix-Mansilla is a Principal Investigator with Project Zero, an educational research center at the Harvard Graduate School of Education. She currently the co-principal investigator of the Interdisciplinary Studies Project with Professor Howard Gardner (with an advisory role for research phase two). This multi-year, multi-pronged empirical study examines the cognitive, epistemic and social dimensions of interdisciplinary work and instruction. Boix-Mansilla's research stands at the crossroads of cognitive psychology, epistemology, pedagogy, and foundational knowledge in history, biology, and the visual arts. Her prior research and publications have addressed matters of program evaluation, the nature of disciplinary teaching and learning, the development of epistemological beliefs, learning and cognition in history and science, performance-based assessment, and an education for understanding.

In addition to her work with the Interdisciplinary Studies Project, Dr. Boix-Mansilla directs the L@titud project (Latin American Initiative for Understanding and Development), which promotes an education for understanding in multiple Latin American contexts, works with secondary schools and universities on matters of interdisciplinary instruction and assessment, and serves as an advisor in various committees and initiatives, including International Baccalaureate, Organization of American States, Social Science Research Council, and NSF-IGERT program evaluation.

Dr. Boix-Mansilla holds an Ed.D. in Human Development and Psychology and a Master's Degree in Education from Harvard University.

Robert C. Bordone is the Thaddeus R. Beal Assistant Clinical Professor of Law at Harvard Law School and the Director of the Harvard Negotiation & Mediation Clinical Program. He teaches several courses at Harvard Law School, including the school's flagship Negotiation Workshop. Bob also teaches in Harvard Law School's Program of Instruction for Lawyers and the Harvard Program on Negotiation's Senior Executive Education seminars. In 2007, Bob received the Albert Sacks-Paul Freund Teaching Award, presented annually to a member of the Harvard

Law School faculty for teaching excellence, mentorship of students, and general contributions to the life of the law school.

Professor Bordone's research interests include the design and implementation of dispute resolution systems, the development of a problem-solving curriculum in law schools, and ADR ethics. He is the co-editor of *The Handbook of Dispute Resolution* (Jossey-Bass, 2005), recipient of the 2005 Book Award from the National Institute for Advanced Conflict Resolution. With Robert H. Mnookin, he is also the author of *Negotiation Teaching in Law Schools*, a working paper published in *NEGOTIATION PEDAGOGY: A RESEARCH SURVEY OF FOUR DISCIPLINES*, 11 (2000). In addition to writing many negotiation role simulations available through the Harvard Program on Negotiation Clearinghouse, <http://www.pon.org>, he has authored articles in several leading dispute resolution journals. He currently serves as the Associate Editor of the *NEGOTIATION JOURNAL* and a member of its Editorial Advisory Board, a member of the advisory board of the Harvard Mediation Program and as faculty adviser to the Harvard Mediation Program, the *HARVARD NEGOTIATION LAW REVIEW*, the Harvard Law School LGBT Student Group (LAMBDA), and the Consortium for Global Leadership.

As a professional facilitator and conflict resolution consultant, Professor Bordone works with individual, corporate, nonprofit, educational, governmental and cultural clients across a spectrum of industries. Prior to coming to Harvard, he clerked for the Honorable George A. O'Toole, Jr. of the United States District Court for Massachusetts. He has also worked at the Washington D.C.-based law firm of Crowell & Moring, the New York-based law firm of Cravath, Swaine, & Moore, the *CBS Evening News with Dan Rather*, the U.S. Senate Committee on the Judiciary, the U.S. Department of Justice, and the Boston Consulting Group.

Professor Bordone is a *summa cum laude* graduate of Dartmouth College where he majored in Government and a *cum laude* graduate of Harvard Law School where his coursework focused on negotiation, mediation, and dispute resolution. He is a member of the bars of New York, New Jersey, and the District of Columbia.

Brian S. Mandell is Senior Lecturer in Public Policy and Director of the Negotiation Project at Harvard University's John F. Kennedy School of Government. He currently teaches the *Introduction to Negotiation Analysis* and *Advanced Workshop in Multiparty Negotiation and Conflict Resolution* at the Kennedy School, and teaches in several executive education courses offered by the Program on Negotiation at Harvard Law School. His current teaching and research address the theory and practice of negotiation, emphasizing third-party facilitation and consensus building in domestic and international protracted policy disputes. He writes about contentious disputes and is completing a book on scenario planning for conflict managers and negotiation practitioners. He is Chair of the Kennedy School's Wexner-Israel Fellowship Program and the Kokkalis Program on Southeastern and South-Central Europe, an integrated network of educational and research activities that aims to support the transition to democracy and market economy now underway in the Balkans by bringing together senior policy-makers, scholars and students. Dr. Mandell is also a Pew Faculty Fellow, a Senior Research Associate at the Kennedy School's Belfer Center for Science and International Affairs, and Senior Advisor at LaxSebenius: The Negotiation Group LLC.

Before coming to Harvard, Dr. Mandell taught at the Norman Paterson School of International Affairs at Carleton University in Ottawa. Previously, he was a strategic analyst for the Canadian Department of National Defense, specializing in UN peacekeeping and the implementation of arms control agreements.

Dr. Mandell holds a Ph.D. from the University of Toronto.

Bruce M. Patton is Deputy Director of the Harvard Negotiation Project (HNP), which he co-founded with Roger Fisher and William Ury in 1979. With Fisher, Patton pioneered the teaching of negotiation at Harvard Law School, where he was Thaddeus R. Beal Lecturer on Law for fifteen years. He continues to teach the Basic and Advanced Negotiation Workshops in Harvard's Program of Instruction for Lawyers, as well as the Program on Negotiation for Senior

Executives.

In 1984 Patton, Fisher, and three HNP alumni founded Conflict Management, Inc., a negotiation consulting and training firm, and Conflict Management Group, a not-for-profit entity that works on conflicts of public concern. In 1997, Patton and four CMI/HNP colleagues founded Vantage Partners, LLC (www.vantagepartners.com), an international consulting firm that helps Fortune 500 companies build organizational (not just individual) capability to manage negotiations and strategic relationships for bottom-line results.

Patton has extensive experience in corporate, labor-management, and international contexts, including training the white Cabinet and the African National Congress Negotiating Committee in South Africa prior to the constitutional talks that led to the end of apartheid; working at the behest of both governments to end the 1980 U.S.-Iranian hostage conflict; and helping the Boston Public Schools and the Boston Teachers Union to build a cooperative working relationship and enact landmark school reform agreements. His corporate work focuses on relationship management in alliance, outsourcing, and merger contexts; internal executive team or cross-matrix conflict; and on building negotiation capability where it is critical to an organization's value chain.

Patton is the co-author with Roger Fisher and William Ury of *Getting to Yes: Negotiating Agreement Without Giving In* (Second Edition, Penguin, 1991), and with Douglas Stone and Sheila Heen of *Difficult Conversations: How to Discuss What Matters Most* (Viking/Penguin, 1999). To date, there are more than 3 million copies of *Getting to YES* in print in 23 languages, while *Difficult Conversations* is a New York Times business bestseller.

Patton received his A.B. from Harvard College and his J.D. from Harvard Law School.

Jeswald W. Salacuse is the Henry J. Braker Professor of Law at the Fletcher School of Law and Diplomacy, Tufts University, the senior graduate professional school of international affairs in the United States. He served as The Fletcher School's Dean for nine years. With broad experience in higher education, international development, and legal practice, he specializes in international negotiation, international business transactions, and law and development. He has been a lecturer in law at Ahmadu Bello University in Nigeria, a lawyer with a Wall Street law firm, a professor of law and director of research at the National School of Administration in the Congo, the Ford Foundation's Middle East advisor on law and development based in Beirut, Lebanon, and later the Foundation's representative in the Sudan. For six years, he served as Dean of the School of Law of Southern Methodist University.

Professor Salacuse has written numerous books and articles, including *The Global Negotiator: Making, Managing, and Mending Deals Around the World in the Twenty-First Century* (Palgrave Macmillan, 2003, selected as one of the best business books of 2003 by Library Journal); *The Wise Advisor: What Every Professional Should Know About Consulting and Counseling* (Praeger, 2000, Chinese edition 2004) *Making Global Deals* (1991, Houghton Mifflin; paperback edition by Times Books; ten foreign language editions), *International Business Planning: Law and Taxation* (six volumes, with W.P. Streng), *An Introduction to Law in French-speaking Africa* (2 vols.), and *Nigerian Family Law*. His most recent book is *Leading Leaders: How to Manage Smart, Talented, Rich, and Powerful People* (AMACOM, 2006).

Professor Salacuse has served as the Chairman of the Institute of Transnational Arbitration, Chairman of the Board of the Council for International Exchange of Scholars, President of the International Third World Legal Studies Association, and the founding President of the Association of Professional Schools of International Affairs (APSIA). He has been a consultant to major multinational companies, government agencies, international organizations, universities, foundations and foreign governments. He is a member of the Council on Foreign Relations, the American Law Institute, and the faculty of the Program on Negotiation at Harvard Law School. He is an independent director of several mutual funds, chairman of the

India Fund, and president of an international arbitration tribunal under the auspices of the World Bank's International Centre for Settlement of Investment Disputes.

Professor Salacuse holds a J.D. from Harvard Law School, an A.B. from Hamilton College, and a diploma from the University of Paris.

James K. Sebenius is a co-founder and principal of LaxSebenius: The Negotiation Group LLC, a firm that provides negotiation advisory services to corporations and governments worldwide. He is also the Gordon Donaldson Professor of Business Administration at Harvard Business School. In 1993, he took the lead in the School's decision--unique among major business schools--to make negotiation a required course in the MBA Program and to create a Negotiation Unit (department) which he headed for several years. Formerly an Associate Professor on the faculty of Harvard's Kennedy School of Government, Sebenius also currently serves as a member of the Executive Committee of the Program on Negotiation (PON) at Harvard Law School. In 1982, Professor Sebenius co-founded and still directs the Negotiation Roundtable, an ongoing forum in which hundreds of varied negotiations have been examined to extract their most valuable lessons. Drawing on this and extensive advisory experience, he co-authored (with David Lax) *3-D Negotiation: Powerful Tools to Change the Game in Your Most Important Deals* (HBS Press, 2006). A previous collaboration with Lax produced *The Manager as Negotiator* (The Free Press, 1986). He is also the author of *Negotiating the Law of the Sea* (Harvard University Press), co-editor of various works, and author of a number of academic and popular articles as well as field case studies.

Professor Sebenius specializes in analyzing and advising on complex negotiations, including the most effective ways to generate and sustain cooperation among a corporation's many stakeholders. Using concepts drawn from negotiation analysis, he seeks to discover how to build and sustain winning coalitions and deal successfully with would-be blocking coalitions through the processes of coalition-building and coalition-breaking, in particular, by sequencing choices. Other current research interests include negotiating the spirit as well as the letter of the deal (with Ron Fortgang and David Lax), cross-border negotiations, deal-design (with David Lax), large project negotiations, and a new "3-D approach" to negotiation more generally (with David Lax). Professor Sebenius is also attempting (with Jay O. Light, and drawing on related work by Stuart C. Gilson and William A. Sahlman) to tailor the concepts of deal-making and deal-structuring to particular characteristics of financial and international business transactions.

Professor Sebenius holds a Ph.D. from Harvard in business economics, a masters degree in Engineering-Economic Systems from Stanford's Engineering School, and an undergraduate degree (summa cum laude) from Vanderbilt in mathematics and English.

Lawrence E. Susskind, Co-Director of NP@PON, is the Ford Professor of Urban & Environmental Planning in the Department of Urban Studies and Planning at the Massachusetts Institute of Technology (M.I.T.), where he directs the Environmental Policy and Planning group and teaches courses on public sector dispute resolution, multiparty negotiation, international environmental negotiation, and environmental policy and planning, among others. He is the founder and Director of the M.I.T.-Harvard Public Disputes Program and the Vice-Chair of Education at PON. He is the author or co-author of fifteen books, including *The Consensus Building Handbook* (Sage 1999) and *Dealing with an Angry Public* (Free Press 1996), both of which were awarded Best Book in the Dispute Resolution field by the Center for Public Research, and most recently *Breaking Robert's Rules: The New Way to Run Your Meeting, Build Consensus and Get Results*, Oxford University Press, 2006. He has also written more than 100 book chapters, articles, working papers, and consulting reports, and more than 50 negotiation and dispute resolution simulations.

Professor Susskind is the founder and for thirteen years was President of the Consensus Building Institute (CBI), a Cambridge-based not-for-profit organization that provides mediation and dispute system design services to public and private clients worldwide. He is one of the country's most experienced public and environmental dispute mediators and a leading figure in the dispute resolution field. He has mediated more than fifty complex

disputes related to the siting of controversial facilities, the setting of public health and safety standards, the formulation and implementation of development plans and projects, and conflicts among racial and ethnic groups, serving on occasion as a special court-appointed master. From 1986 - 1993, Professor Susskind was Manager of Public Dispute Resolution Services at Endispute, Incorporated. As Principal Associate and External Director from 1975 to 1995 of Environmental Resources Management (Europe), a worldwide environmental consulting firm, Professor Susskind was actively involved in the formulation and implementation of environmental management strategies (particularly environmental impact assessment, risk assessment, and environmental dispute resolution policies) in the Netherlands, Italy, and Germany.

Professor Susskind has served as a planning consultant, negotiation advisor, and policy analyst in China, Italy, Spain, Japan, Philippines, the Palestinian Territories and Israel. He has worked for community groups and grassroots organizations throughout the United States and Canada on issues of public participation in local decision-making, intergovernmental fiscal relations, and the siting of public facilities.

Professor Susskind has received numerous awards, including the 2007 Global Environment Award from the International Association for Impact Assessment (an organization of environmental and social decisionmakers with 2500 members from over 120 nations), and the 2005 ACSP Distinguished Educator Award for service and contribution to the field of planning.

Professor Susskind holds a Ph.D. in Urban Planning from M.I.T.

Michael A. Wheeler, Co-Director of NP@PON, is the MBA Class of 1952 Professor of Management Practice at the Harvard Business School where teaches Complex Negotiation, as well as a variety of executive courses. In recent years he served as faculty chair of the first year MBA program and headed the required Negotiation course. He has also taught Leadership, Values, and Decision Making, and, as Visiting Professor at Harvard Law School, Mediation & Consensus Building. His current research focuses on negotiation dynamics, dispute resolution, organizational design, and ethics. He is the editor of the *Negotiation Journal* and co-director of the Dispute Resolution Program based at the Harvard Law School.

Professor Wheeler is the author or co-author of nine books, including most recently, *What's Fair? Ethics for Negotiators* (with Carrie Menkel-Meadow), *Business Fundamentals in Negotiation*, and *On Teaching Negotiation*. His text *Environmental Dispute Resolution* (with Lawrence Bacow) won the CPR-ADR's annual award as the best book on negotiation. He has written numerous articles in both scholarly journals and the public press. He has also written scores of negotiation exercises, cases, notes, and self-assessment tools. These materials cover subjects ranging from nonverbal communication and complexity theory, to the parallels between negotiation strategy and both jazz and war-fighting. He has written extensive case studies of negotiation system design, documenting GE's "early dispute resolution initiative" and Guinness's process for approving acquisitions and joint ventures. With colleagues Gerald Zaltman and Kimberly Leary, he is investigating emotions and unconscious attitudes that people bring to the bargaining table. With Clark Freshman he is also exploring nonverbal communication and lie detection in negotiation.

Professor Wheeler taught at MIT's Department of Urban Studies and Planning from 1981 to 1993, where he was Director of Research at MIT's Center for Real Estate Development. Previously he was Director of Education and Research at the Lincoln Institute of Land Policy and Professor of Law at New England Law School. He has also been a Visiting Professor at the University of Colorado and the Politecnico di Torino, Italy.

He has been a panelist for the American Arbitration Association, and has served as a mediator or arbitrator in a variety of business and regulatory disputes. He has advised corporate clients, trade organizations, and government agencies on negotiation issues in the U.S. and abroad.

Professor Wheeler holds a J.D. from Boston University and an LL.M. from Harvard Law School, and was admitted to the Massachusetts bar in 1969.