



FLORRIE DARWIN, JD

- Global Expert in Negotiations and Mediation
- Global Negotiations trainer in North America, Europe, Asia, Africa
- Harvard Law School lecturer
- Fluent in English and French

Florrie Darwin is an English and French speaking trainer and facilitator in the negotiation and mediation fields with extensive global experience. She has worked in the US, Europe, Asia, and Africa, notably in French-speaking countries. Florrie has trained and lectured in France at ESSEC Business School, the Ecole Nationale d'Administration, the Bordeaux Ecole de Management, and the Institut Catholique in Paris, as well as in the African nations of Senegal and the Democratic Republic of Congo.

Currently, Florrie is a lecturer on law at the Harvard Law School, where she teaches the core Negotiations workshop and works with the Harvard Mediation Program to train student mediators. At Harvard she created and taught a course called "Negotiating Leadership." She is also an Adjunct Professor of Law at the Georgetown University Law Center. Outside the US, Florrie teaches Negotiation at the Faculty of Law at the University of Freiburg in Germany, in Switzerland at the University of St. Gallen and the University of Lucerne, and in Tokyo at the Sophia University Faculty of Law. She was a Visiting Professor at ESSEC, where, in addition to the negotiation workshop courses, she offered seminars on "Understanding Multicultural Mediation" and "Training for Negotiation Trainers." She has also taught at the University of Toronto Faculty of Law.

Florrie has facilitated workshops for professionals at various corporations, including Coca Cola, General Motors, First Data, Health Net, Soitec and Exelon; for healthcare professionals at institutions including Massachusetts General Hospital and the Dartmouth-Hitchcock Clinics; for real estate professionals at the Harvard Graduate School of Design; and for lawyers around the world, both in the Harvard University Program of Instruction for Lawyers and at firms including Clifford Chance, Leboeuf Lamb, Shearman & Sterling, Milbank, and Schulte Roth. Florrie has created and facilitated Advanced Negotiation Workshops for the European Commission in Brussels, and has trained government and civic leaders in negotiation in the Democratic Republic of the Congo.

Florrie is former Chair of the Cambridge Planning Board, which reviews and adjudicates land use planning matters for the City of Cambridge, Massachusetts, and of the Cambridge Rent Control Board. She practiced law with the firm of Hill & Barlow in Boston, and has been a mediator in small claims courts. She is a member of the Massachusetts Bar, the International Association for Conflict Management, the Association for Conflict Resolution, IRENE (Institute for Research and Education in Negotiation in Europe), a trustee of the Cambridge Affordable Housing Trust, a state-certified mediator, and a member of the Harvard Mediation Program Advisory Board.

Florrie graduated with honors from Columbia University and the Harvard Law School.