



## JOHN RICHARDSON

- Attorney
- Management Trainer & Consultant
- Lecturer at Harvard Law, MIT's Sloan School, & Boston College
- Strategic Advisor

John Richardson is an attorney, trainer, and consultant who specializes in negotiation, decision science, and organizational behavior. John teaches Negotiation, Multi-Party Negotiation, Organizational Behavior, and Decision Analysis to business and law students at Harvard, MIT and Boston College and consults and trains Negotiation with corporate leaders.

For two decades, John Richardson has been working with the Harvard Negotiation Project and Program on Negotiation (PON). John co-authored with Howard Raiffa, *Negotiation Analysis: the Science and Art of Collaborative Decision-Making*. This book was published by Harvard University Press in January 2003 and has quickly become a central text at business schools around the country. While at Harvard, John also co-wrote *Getting It Done* with Roger Fisher, the author of the international bestseller, *Getting to Yes*. John has also worked with leaders in the FBI's Crisis Negotiation Unit to systematize Bureau negotiation policy in order to share it with allied governments and agencies.

Private clients for corporate education include Goldman Sachs, Morgan Stanley, Microsoft, Boeing, General Mills, and Millenium. John delivers workshops and programs throughout the world on Negotiation and is currently in practice offering transactional advice on specific negotiations, mainly to clients in the hedge fund industry. In 1995, John helped found a regional consulting and training practice in the Australasia region, based in Melbourne, Australia working with clients like BHP and Ericsson.

Public sector clients include Bir Zeit University, the Virginia Military Institute, The Citadel, the Department of Justice National Advocacy Center, the New York Bar Association, and the Archdiocese of Medellin, Columbia.

Formerly a partner at Anderson Kill Olick and Oshinsky in New York, John received his JD from Harvard and MA in Organizational Studies from Boston College.