



LINDA NETSCH, JD

- Past Alternative Dispute Resolution Attorney
- Expert in Negotiations Skills training and consulting
- Global and international expertise
- JD Harvard Law School

Linda Netsch teaches Negotiation at Harvard Law School, Stanford Law School, and the Haas School of Business. She works with clients from a variety of fields, including health care, pharmaceuticals, energy, banking & finance, technology, law, government, and education. Her projects are diverse and include helping companies prepare for major negotiations, working with international organizations to manage cultural and communication challenges, and implementing major corporate change initiatives. She has worked extensively in Europe, the Middle East, Asia, Australia, and Latin America.

In addition to training and consulting, Linda practiced law at an entertainment law firm in Los Angeles and worked as an Alternative Dispute Resolution (ADR) Attorney at the US Postal Service Headquarters in Washington, D.C. As an ADR attorney, her duties involved increasing the use and effectiveness of negotiation, mediation, and other alternative dispute resolution processes within the Postal Service. She also mediated federal contract and employment disputes and facilitated sessions on changing federal rules and regulations.

Before private law practice, Linda served as an officer in the US Air Force – first as a communications-electronics program manager for a NATO satellite project and then as an attorney practicing criminal prosecution, contract, and labor law. She was on the faculty of the Air Force Academy where she taught business law and negotiation.

Linda has a B.S. in Molecular Biology from the University of Wisconsin-Madison and a law degree from Harvard Law School. She lives in the San Francisco Bay area.