



doug stone

Doug is a Founder of Triad Consulting Group and a Lecturer on Law at Harvard Law School, where he teaches negotiation.

Through Triad, he consults to a wide range of organizations, including Fidelity, Honda, HP, IBM, Merck, Microsoft, Shell, the Nature Conservancy, and the Boston Rape Crisis Center.

Doug has also taught and mediated around the world. He has worked with mediators and journalists in South Africa, Greek and Turkish political and community leaders in Cyprus, doctors and executives at the World Health Organization, diplomats at the former Organization of African Unity in Ethiopia, and the Obama White House.

Doug is co-author of the *New York Times* bestsellers *Difficult Conversations: How to Discuss What Matters Most* (Penguin 2000), and *Thanks for the Feedback: The Science and Art of Receiving Feedback Well (Even When It's Off-Base, Unfair, Poorly Delivered and Frankly, You're Not in the Mood)* (Viking/Penguin 2014). His articles on negotiation and conflict resolution have appeared in the *New York Times*, the *Los Angeles Times*, the *Boston Globe*, *Management Consultant News*, and *IT Metrics*. He has appeared on many TV and radio shows, including Oprah, and was a key-note speaker at the 2006 World Negotiation Forum in Brazil.

From 1988 to 1998, in addition to his teaching and consulting, Doug was an Associate and then Associate Director of the Harvard Negotiation Project, where he worked with Roger Fisher and other colleagues on advanced negotiation applications and on the development of negotiation theory.

Doug graduated from Brown in 1980, and Harvard Law School in 1984. Prior to returning to Harvard, he practiced transactional and regulatory banking law at firms in Boston and New York.

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