



john richardson

John is a consultant at Triad Consulting Group. He currently teaches Power and Negotiation at the Sloan School of Business at MIT. He has co-authored two books in the field, and was for several years an Associate at the Harvard Negotiation Project and a Lecturer on Law at Harvard Law School, where he taught Negotiation and Multi-Party Negotiation.

John's corporate consulting clients include Deloitte and Touche, Ropes & Gray, Monsanto, BankAmerica, CSC Consulting, Goldman Sachs, and AT&T. In the public sector, John has worked with the Virginia Military Institute, The Department of Justice National Advocacy Center, the Massachusetts Department of Social Services leadership team, and the Archdiocese of Medellin, Colombia. He has recently worked with Palestinians in the West Bank, and business leaders in Brazil. He is currently working on a year-long project training hostage negotiators in Abu Dhabi.

John is the only person to have co-authored negotiation books with both Roger Fisher and Howard Raiffa. He wrote *Getting It Done* (HarperBusiness 1999) with Roger Fisher and Alan Sharpe, a book about how to lead when you're not in charge. With Howard Raiffa of the Harvard Business School, he wrote *Negotiation Analysis* (Harvard University Press, 2003), which synthesizes game theory, quantitative decision analysis, and negotiation theory.

John graduated from Wesleyan University and Harvard Law School. He practiced securities law in New York before returning to negotiation research and teaching.

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