

Moshe Cohen

President at The Negotiating Table

Boston, MA, US

Engaging, exciting, informative speaker with a fun and pragmatic approach to Negotiation, Conflict Management, and Leadership.

Biography

For the past sixteen years, I have been teaching, mediating, coaching, writing, and speaking on the topics of negotiation, leadership, change management, influence, conflict resolution, mediation, facilitation, and communication. I have worked with many companies and organizations in the Boston area, nationally, and increasingly, internationally. I also teach Negotiation and Leadership in the MBA program at Boston University, where I have been teaching for eleven years, a class on Mediation in the Workplace at Cambridge College, and previously taught at Bentley College. I work with a huge variety of organizations and people, and over the years have taught thousands of people. As a mediator, I specialize in employment, workplace, and discrimination-related disputes, but over the years I have mediated hundreds of matters ranging from multi-million dollar business and family business cases to room-mate conflicts, inside companies, government agencies and other organizations, through courts and community mediation programs, and in private practice at my office. My style as a mediator is very facilitative - I am very effective at helping people resolve their conflicts without telling them what to do. If you want to resolve your dispute, I will work very hard to help you achieve your desired outcomes and meet your interests. I also coach executives, managers, and others to help them become more effective in their work or to help them negotiate better outcomes for themselves. My background is unusual for what I do. My undergraduate degree was in Physics from Cornell University, followed by a master's degree in Electrical Engineering from McGill University, specializing in robotics. After working in robotics for over a dozen years, I wanted to work with people more than with computers, so I returned to school and got an MBA from Boston University. During the program, I took a negotiations class (which I now teach) and fell in love with negotiation and mediation. I became a mediator in 1995, started teaching in 1996, and returned to Boston University as a lecturer in 2000. Aside from teaching, training, mediating, and coaching, I love to write. I've written numerous articles and role-play cases, and am working on my first book.

Availability

Keynote, Moderator, Panelist, Workshop, Author Appearance

Industry Expertise

Professional Training and Coaching, Alternative Dispute Resolution, Training and Development

Areas of Expertise

Negotiation, Conflict Management and Mediation, Leadership and Change Management

Affiliations

American Bar Association

Sample Talks

Negotiation

Everything in life is a negotiation, whether at home or at work, and your success depends on your ability to negotiate favorable outcomes for yourself while building strong relationships with others. Whether you are buying, selling, managing, working with others, or interacting with your friends and family, I give you frameworks, strategies, tips, and skills to make your negotiations more effective and less stressful.

Education

McGill University

M Eng Electrical Engineering

Boston University

MBA Management

Cornell University

BA Physics

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