

## Erica Ariel Fox, J.D.



Erica Ariel Fox is an attorney and management consultant who specializes in conflict intervention, leadership development and organizational change. She is a Lecturer on Law at Harvard Law School where she teaches negotiation to law and other graduate students. Ms. Fox is perceived by many in the domain to be among the new generation of global leaders in the negotiation/mediation field.

For over a decade Ms. Fox has been working with the internationally acclaimed Program on Negotiation at Harvard Law School (PON), working with executives, diplomats and lawyers. During that time she focused much of her efforts on improving senior leaders' abilities to tackle challenging interactions, culminating in the publication of the business best-seller *Difficult Conversations* that was authored by her close colleagues.

Currently Erica's work focuses on leading the Global Negotiation Insight Institute (GNII). GNII explores modern applications of ancient wisdom to high-level negotiations and disputes and the writing of "*Beyond Yes: Negotiation Mastery from the Inside Out*".

In addition to ten years as a mediator, Ms. Fox has coached hundreds of executives on challenging management situations with a focus on how they can communicate more effectively. Ms. Fox consults to a wide range of clients, from organizational leaders at an international insurance firm to leaders at the World Bank.

Ms. Fox has a B.A. with honors from Princeton University and a J.D. with honors from Harvard Law School. She has trained extensively with world leaders in the fields of negotiation, mediation, and conflict systems intervention, and is a partner at Mobius Executive Leadership.