



## Daniel Shapiro

AUTHOR · BUSINESS SCHOOL PROFESSOR

World Renowned Harvard expert and bestselling author on collaboration, communication and teamwork



VISIT DANIEL'S WEBSITE

### About:

- **Gender:** Male
- **Nationality:** United States
- **Languages:** English
- **Travels from:** United States

### Engagement Types:

- Speaking

### Topics:

- Business Model Innovation
- Business Strategy & Growth
- Change Management
- Corporate Values & Ethics
- Future Skills
- Innovation & Digital Transformation
- Leadership & Management
- Motivation and Inspiration
- Organizational Culture

## Biography Highlights

- Founder and Director of the Harvard International Negotiation Program, specializing in negotiation strategies.
- Author of acclaimed works on negotiation, providing insights on managing conflict and fostering cooperation.
- Has advised global leaders and top executives on practical negotiation frameworks in high-stakes environments.

## Biography

As founding director of the Harvard International Negotiation Program, Dr. Daniel Shapiro brings a gold mine of practical frameworks on collaboration and communication to boost your organization's success. He has successfully advised everyone from leaders of war-torn countries to executives at Fortune 500 companies and family-owned businesses, and he brings these ideas to life through personal stories of his global fieldwork. Participants have called his talks "nothing short of mesmerizing." Named one of Harvard's top 15 professors by The Harvard Crimson, he has conducted some of the most highly praised workshops at the World Economic Forum, and has led successful negotiations in the Middle East, East Asia, and Europe.

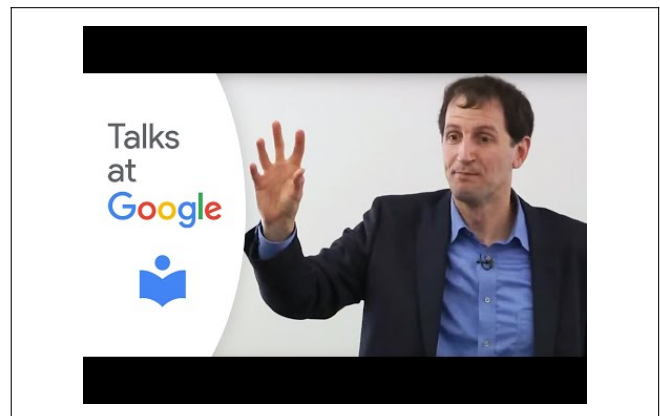
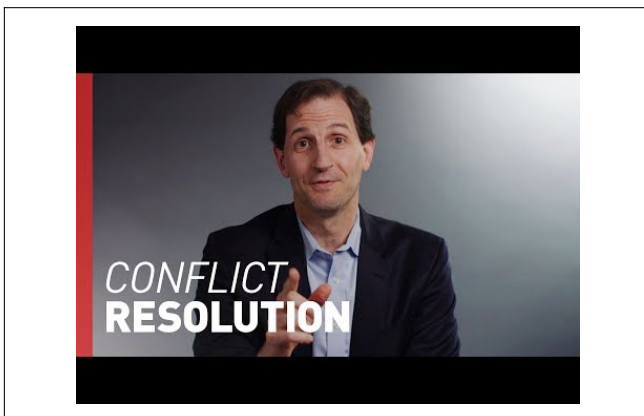
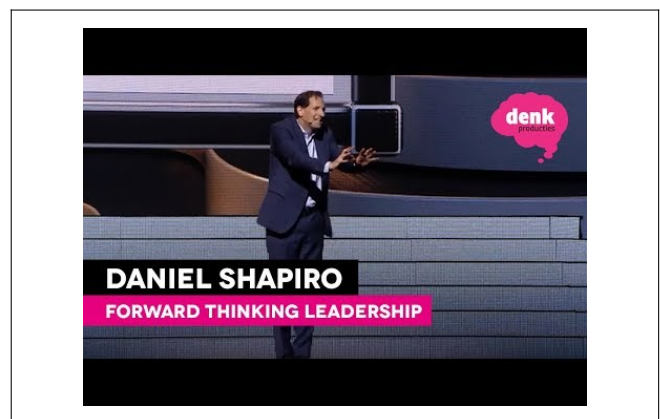
## Websites:

- [Website](#)

Dr. Shapiro is co-author of the negotiation classic *Beyond Reason* and author of the highly acclaimed book, *Negotiating the Nonnegotiable*, which Matthew Bishop of the Economist Group noted as “quite simply, the best book I have ever read on negotiating in situations of extreme conflict.” His life’s joy is spending time with his wife and three young boys, who have proven to be his greatest teachers in how to negotiate the nonnegotiable.

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## Videos



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## Daniel's Topics

### Communicating Like a Negotiator

Dr. Shapiro, a world-renowned negotiator, understands that nearly every interaction we have—professional or personal—includes some form of negotiation. Drawing on his groundbreaking research with everyone from hostage negotiators to senior executives at Fortune 500 companies, he teaches your audience how to communicate more effectively and approach tough conversations successfully. Dr. Shapiro shares a powerful, proven method your team can put to use right away to enhance productivity, strengthen relationships, and

boost innovation.

**Available:** In person, Virtually

### **Beyond Polarization: Bridging the Divides**

Today's world is rife with divisiveness, from organizational silos to political rifts. Yet hope remains. Dr. Shapiro offers a tangible solution to bridge these divides, suited for corporate settings, personal dynamics, and even the charged arena of politics. Leveraging his advisory role in high-stakes corporate and geopolitical conflicts, he highlights five "lures" of division and presents actionable strategies to counteract them, fostering productive collaboration and relationships.

**Available:** In person, Virtually

### **The Power of Collaboration: A Masterclass**

In our interconnected world, mastering negotiation is crucial for organizational success, impacting everything from policy creation to economic planning. While hands-on experience in negotiation is useful, systematic frameworks elevate your negotiation power. Dr. Shapiro offers participants state-of-the-art tools from the Harvard Negotiation Project, honed over 40 years. These globally recognized strategies have been applied in high-stakes scenarios, from South Africa's constitutional talks to Middle East peace negotiations and high-stakes corporate disputes.

**Available:** In person, Virtually

## **Testimonials**

“

Dan Shapiro's presentation could not have been better. He left the audience wanting more!

*Government*

“

Dan did an excellent job for us. He was highly rated by our attendees and very engaging while he was with us at our event. More than that, he was a pleasure to work with and went out of his way to learn about our attendees and make sure that his content fit their needs. I recommend him highly.

*Human Resources*

“

Dan Shapiro is a ROCK STAR!!! The conference attendees quoted him continuously for the remainder of the event. He took the time to tailor his presentation to our audience and knocked everyone's socks off!

*Education Programs*

“

Dan Shapiro’s presentation was amazing. The delegates loved his presentation, he delivered very important content and was able to involve the audience and get their full attention. I highly recommend him!

*Financial Services*

“

Dan was phenomenal!

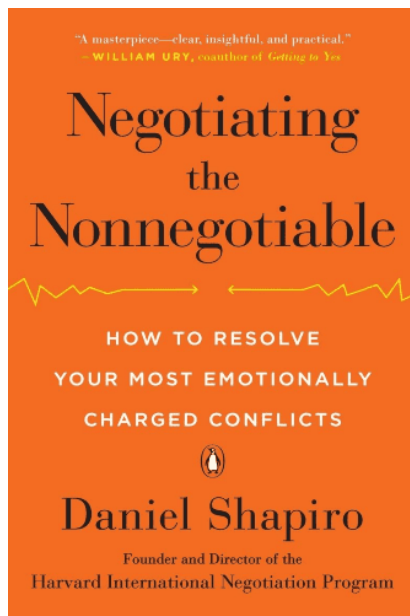
*Open-Ticketed*

“

We had Dr. Shapiro come speak to our entire sales leadership team at Gordon Food Service, he delivered a fantastic presentation on how to negotiate as sales leaders and how to keep the relationship after the negotiating! His presentation was spot on, and he is always so enthusiastic! Dr. Shapiro was a homerun at our symposium!

*Food*

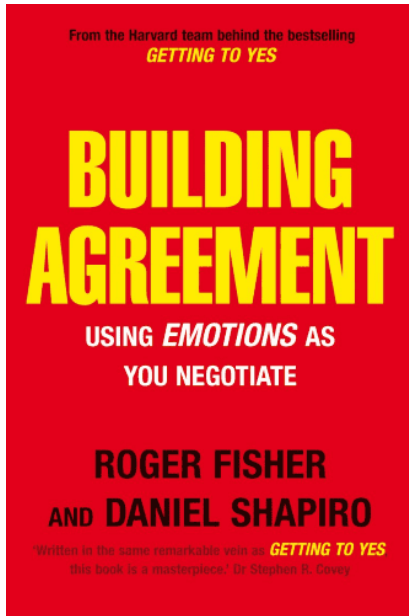
## Books



### **Negotiating the Nonnegotiable: How to Resolve Your Most Emotionally Charged Conflicts**

For anyone struggling with conflict, this book can transform you. Negotiating the Nonnegotiable takes you on a journey into the heart and soul of conflict, providing unique insight into the emotional undercurrents that too often sweep us out to sea. With vivid stories of his closed-door sessions with warring political groups, disputing businesspeople, and families in crisis, Daniel Shapiro presents a universally applicable method to successfully navigate conflict. A deep, provocative book to reflect on and wrestle with, this book can change your life. Be warned This book is not a quick fix. Real change takes work. You will learn how to master five emotional dynamics that can sabotage conflict outside your awareness: 1. Vertigo How can you avoid getting emotionally consumed in conflict? 2. Repetition compulsion How can you stop repeating the same conflicts again and again? 3. Taboos How can you discuss sensitive issues at the heart of the conflict? 4. Assault on the sacred What should you do if your values feel threatened? 5. Identity politics What can you do if others use politics against you? In our era of discontent, this is just the book we need to resolve conflict in our own lives and in the world around us.

[BUY THE BOOK](#)



## Building Agreement: Using Emotions as You Negotiate

Whether you're negotiating with an angry boss or a difficult colleague - or, indeed, a stubborn teenager - you can learn to use your emotions to help you achieve the result you want. Building Agreement shows you how to control the five 'core concerns' that motivate people: -- Express appreciation for what others think, feel or do -- Build affiliation and turn an adversary into a colleague -- Respect autonomy in others and gain autonomy in return -- Acknowledge status and simultaneously establish your own worth -- Choose a fulfilling role during the process of negotiating. Using the latest research of the Harvard Negotiation Project, the group that brought you the groundbreaking book Getting to Yes, this is a superbly practical guide to mastering essential negotiating skills. Originally published in hardback under the title Beyond Reason.

[BUY THE BOOK](#)

## Speaker Bureaus And Talent Agencies

Daniel Shapiro is available to book via these agencies

✔ **Recommended**



Speaking Agency