

Ava J. Abramowitz

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A former assistant United States attorney for the District of Columbia, Ms. Abramowitz taught negotiations at the George Washington University Law School for twenty years during which she researched the communication behaviors used in negotiations and mediations.

She is the author of *The Architect's Essentials of Negotiation* (2nd ed.) (John Wiley & Sons 2009). She is also the writer of dozens of articles on critical negotiation and mediation issues facing lawyers and clients, including "Modern Consultative Sales Theory" published in 2019 by the ABA Section on Dispute Resolution in then its newest book, *Negotiation Essentials for Lawyers*.

Additionally, Ms. Abramowitz has been serving as a mediator for the federal courts for the District of Columbia since the late eighties, mediating a diverse assortment of civil cases including international and domestic corporate cases, class actions, and disputes involving such issues as civil liberties, intellectual property and employment discrimination – all of which have placed a premium on her negotiation skills.

When not resolving disputes, Ms. Abramowitz writes and lectures nationwide on negotiation, mediation and risk management. Ms. Abramowitz is a graduate of Brandeis University and the George Washington University Law School.