



JOSHUA N. WEISS, PH.D.



Negotiation & Conflict Resolution Specialist, Author, Consultant & Speaker

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About Dr. Joshua N. Weiss

Negotiation & Conflict Resolution Specialist,
Author, Consultant & Speaker

Dr. Joshua N. Weiss is a renowned negotiation and conflict resolution and leadership expert. As a Senior Fellow at the Harvard Negotiation Project and co-founder of the Global Negotiation Initiative at Harvard University, Dr. Weiss brings unparalleled expertise to his field. He also directs the MS in Leadership and Negotiation program at Bay Path University and runs a private consulting firm, offering tailored negotiation and conflict resolution, and leadership solutions for businesses, organizations, international entities, governments, and individuals.

Contact Josh



Dr. Joshua N. Weiss is the co-founder of the Global Negotiation Initiative at Harvard University and a Senior Fellow at the Harvard Negotiation Project. He is also the Director and creator of the Master of Science degree in Leadership and Negotiation at Bay Path University. Dr. Weiss earned his Ph.D. from the Institute for Conflict Analysis and Resolution at George Mason University in 2002.

Dr. Weiss has extensive experience in leadership, negotiation, mediation, and systemic conflict resolution. He conducts research, consults with diverse organizations, delivers training, and engages in high-level negotiations across various sectors.

strategies. He also co-authored a children's storybook trilogy, the Emo and Chickie series, aimed at teaching negotiation and conflict resolution skills.

Dr. McFiddle's Brilliant Book of Creative Conflict Potions and Other Magical Things (Creative Response to Conflict Publications, 2022), continues his mission to educate young minds on these critical skills.

His most recent book, *Getting Back to the Table: 5 Steps to Reviving Stalled Negotiations* (Berrett-Koehler Publishers, February 2025) presents a dynamic strategy for overcoming stalled or failed negotiations that empowers individuals to return to the table with increased strength and resilience, leveraging the setbacks they encountered.

In addition to his books, Dr. Weiss has developed innovative products, including the "Negotiation Tip of the Week" (NTOW) podcast and "The Negotiator In You" audiobook and eBook series. NTOW ranked in the top 100 iTunes Business Podcasts from 2007 to 2010 and has over 2 million downloads. "The Negotiator In You" series also achieved top rankings on iTunes.

Dr. Weiss has provided training and consulting for notable organizations such as Microsoft, General Motors, Deloitte, Harvard University, and the United Nations, among others.

In 2018, he delivered a TED Talk titled "The Wired Negotiator," discussing the effective use of technology in negotiation.

[Curriculum Vitae](#)

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