



Melissa Manwaring

A former attorney, Melissa Manwaring is an Associate Professor of Practice at Babson College, where she teaches negotiation and organizational behavior to undergraduates, MBA students, and executives. In 2017, Melissa received the Dean's Award for Excellence in Graduate Teaching. She also serves on the editorial board of *Negotiation Journal* and has published a number of articles and book chapters on negotiation. Prior to joining the Babson faculty, Melissa served as the Director of Curriculum Development at Harvard's Program on Negotiation. As an independent negotiation trainer and consultant, Melissa has taught negotiation theory and skills to thousands of clients around the world. Representative clients include Partners HealthCare, Brigham & Women's Hospital, Harvard T.H. Chan School of Public Health, Biogen, J.P. Morgan Chase, General Electric, Fidelity, 100 Women in Finance, Women's Association of Venture and Equity, MARS Inc., Red Cross, Red Oak Sourcing, Massachusetts Continuing Legal Education, Bank of Norway, Tecnológico de Monterrey (Mexico), Center for Mediation and Law (Moscow), Warsaw School of Economics, and numerous law firms. Prior to her career as a negotiation educator, Melissa practiced law at private firms in San Francisco and Silicon Valley, focusing on commercial litigation, intellectual property counseling, and dispute resolution with clients ranging from start-ups to Fortune 500 companies. Melissa originally studied negotiation theory at Harvard Law School and was trained as a mediator through the Harvard Mediation Program.