

## Erica Ariel Fox, J.D.

Erica Ariel Fox is a Lecturer on Law at Harvard Law School and the President of Mobius Executive Leadership. Erica is internationally-recognized as a thought leader who combines the deeply human aspects of negotiation with the best practices of leadership. Erica's research and teaching combine timeless wisdom, depth psychology, neuroscience, and contemplative practices with practical problem-solving advice. This creates leading-edge frameworks for negotiating complex problems, whether in running organizations or succeeding in the negotiations of daily life. Erica is completing her first book based on her methodology, *Beyond Yes: Negotiation Mastery from the Inside Out*.

Over many years of teaching negotiation at Harvard Law School and for professionals around the world, Erica developed the Beyond Yes Method. Beyond Yes teaches people to negotiate effectively with themselves in order to deal successfully with other people. Erica focuses on negotiation skills for leaders in three main areas: corporate education, individual development, and the common good.

For fifteen years she has taught seminars, led off-sites, offered extended leadership development programs, and given speeches around the globe, including in Asia, Africa, the Middle East, Latin America, all over Europe, and throughout the United States and Canada. Today her work with the deeper dimensions of negotiation most often takes her to Fortune 500 companies, with a focus on helping senior executives to develop their leadership capabilities. Erica consults to top teams as well as to emerging leaders and organizational change agents to help them shift core mindsets and behavior. She also works with public sector leaders and NGOs to address pressing social challenges.

Erica is a founding member of the Global Network for Negotiation Insight Exchange, GNNIE, or "genie", which began at The Program on Negotiation as the Harvard Negotiation Insight Initiative ("HNII"). The Global Network links people



together who want to build a wise, sustainable, secure and peaceful world. Members exchange insights online and share learning experiences in person.

Erica received her undergraduate degree with honors from Princeton University. She received her law degree with honors from Harvard Law School, where she has taught negotiation since 1996.

Today Erica is actively exploring the meaning of life as a "global citizen", living with her fiancé outside of Cambridge, Massachusetts, as well as outside of Amsterdam in the Netherlands. She serves on the International Advisory Board of Mediators Beyond Borders, and as Core Faculty for the American Institute of Mediation. Erica is a popular teacher at conferences and centers for adult education.



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To arrange for Erica to speak, please contact us at [info@beyondyes.com](mailto:info@beyondyes.com) or call at 855.296.3937.

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