

Martin Medeiros

Negotiation Strategist Research: Speaker, Trainer, Author

Martin Medeiros takes the stage with stories, data and humor on the science of influence, persuasion and negotiation. Negotiation is how we communicate our needs to the world. Anyone can succeed and lose destructive negotiation habits, avoid losses and build value - if you know how. Martin has closed thousands of deals and disputes using a systematic approach over 25 years as an attorney and entrepreneur. Martin authored three books, his work appeared in the *Wall Street Journal*, and he was interviewed on the BBC.



Topics

Negotiation, Influence, & Persuasion in:

- Corporate Strategy
- Intellectual Property
- Information Security and Privacy
- Technology Innovation Future
- Sales
- Procurement
- Identity Influence
- Choice Architecture
- Habit Formation
- Loss Prevention
- Game Theory
- Employment

Audiences

- Trade Associations
- Corporations
- Non-Profits
- Governments



Testimonials

"We hired Martin to keynote ... He was comfortable engaging our audience and even applied the principles from his book ...I'd be happy to invite him to speak again next year."

- J Charles Griggs, *International Hospitality Entrepreneur, Attorney, World Citizen*

"Martin understands and considers the subtleties and requirements of cross-border and cross-industry discussions. I couldn't recommend him more highly."

- Tony Nash, *Complete Intelligence / The Economist Intelligence Unit , Commentator BBC, Bloomberg, CNBC*

"The negotiation training you provided to our buying staff was hands down the best I've encountered."

- Jeff Baer, Chief Technology Officer, City of Portland, Oregon

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