

# Nicholas J. Coburn-Palo

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## Education

### **Brown University** – Providence, RI

- Earned Ph. D. in Political Science (2014)
- Awarded Terrence Hopmann Teaching Prize (2011)
- Earned Masters in Political Science (2010)

### **Weber State University** – Ogden, UT

- B.S. Major in Political Science with a Minor in History (1995)

### **Cornell University** – Ithaca, NY

- Significant undergraduate coursework undertaken at the School of Industrial and Labor Relations and the College of Arts and Sciences (1986-1989)

## Employment

### **Teacher and Department Chair**

*The York School, Monterey, CA, August 2018-Present*

I currently serve as a Teacher and the History (formerly Humanities) Department Chair at the York School, a well regarded independent upper school located on the central California coast. Teaching responsibilities have included courses in Modern World History, Asian History, Philosophy, and U.S. Government. I also am an Advisor for the school's Model United Nations program and the Philosophy club, in addition to serving on the school's Curriculum Committee. Our campus embraced deeply integrating technology into our curriculum well before the COVID-19 outbreak, with an emphasis on Google-based platforms. All faculty members have been trained on the "One Schoolhouse" on-line platform, as well as performing considerable work on OLC/Blackboard and Blackbaud.

### **University Lecturer/Instructor**

*San Jose State University, San Jose, CA, August 2020-Present and the Graduate School of the Open University of Catalonia (UOC), Barcelona, December 2018-Present*

I currently serve as a faculty member in the Department of Communication Studies at San Jose State University, where I teach the following upper division on-line courses: COMM 116P – Mediation and Conflict, COMM 120P – Persuasion and Practice, and COMM 170F – Theories of Persuasion. Two of those courses are asynchronous, on-line classes (120P and 170F) and one of them is a synchronous, on-line class (116P). These courses have required extensive knowledge of both Canvas and Zoom in designing and implementing on-line courses. In addition, I have worked with the Open University of Catalonia (UOC) in the creation and implementation of the inaugural United Nations affiliated Masters program in International Affairs and Diplomacy. In that capacity, I have served as the Course Instructor for the graduate course, "Overcoming Negotiation Deadlocks," which involves teaching over one hundred graduate students in an intensive on-line course, for the past three years.

### **Consulting Trainer and Instructor**

*United Nations Institute for Training and Research (UNITAR), New York and Geneva; Etc.; 2010-Present*

I maintain an ongoing consulting relationship with UNITAR, training diplomats from developing nations in numerous courses, including "Multilateral Negotiation Strategies" and "Public Speaking for Diplomats." As a trainer for UNITAR, I have worked with representatives from dozens of nations,

including Egypt, Nigeria, Venezuela, Malaysia, South Sudan, and Palestine. Areas of specialization have included bridging cultural difference in complex negotiations, delegation management, and advanced methods of preparation for multinational conferences. In 2011, I co-designed and taught the inaugural United Nations course for officials from Security Council nations in speech writing and presentation for the incoming Republic of South Africa delegation. In 2012, I presented at an Ambassador level summit for the African Union in preparation for Rio+20 Summit on Sustainable Development. In 2020, I created and taught a specialized course on negotiation strategies for the South Korean Ministry of Foreign Affairs in the run-up to talks with Tokyo, Beijing, and Pyongyang. As an offshoot of this work, I have undertaken consulting work with several other entities, including collaborations with the well-regarded Italian think tank, European House – Ambrosetti, which I will be working with again this coming summer. This consulting work has included lecturing on negotiation and diplomacy at universities on four continents, including National Taiwan University (NTU), Yale University (USA), The Warsaw School of Economics (Poland), and EAFIT University (Colombia).

### **Teacher and Debate Coach**

*Taipei American School – Departments of History and Political Science, Taipei, Taiwan; August 2013-July 2018*

I served for five years as an upper school teacher (grades 9-12) and Coach of the Debate Team at the Taipei American School (TAS), an international independent school. Teaching responsibilities have included Public Speaking and Rhetoric, IB Philosophy, IB Theory of Knowledge, AP American Government, AP Comparative Government, U.S. History, History of Asia, and Honors Seminars on both Crisis and Leadership Skills, as well as Constitutional Law. Teaching responsibilities have required working in numerous on-line educational platforms, including Canvas, Power Teacher and OLC/Blackboard. In 2014, students I coached at TAS won the Southeast Asian Independent Schools (IASAS) Parliamentary Debate Championships. Our squad also won the International Division in Public Forum Debate at the U.S. National Tournament of Champions (TOC) in 2017. Students I coached twice finished in Fifth Place or better at the International Public Policy Forum World Championships in Group Writing and Debate.

### **Program Dean and Lead Instructor**

*Yale University – Ivy Scholars Program – International Security Studies and the Office of International Affairs, New Haven, CT; February 2001-August 2012*

For over a decade I served in a variety of instructional and leadership roles for Yale University's Ivy Scholars Program, a successful summer debate institute which evolved into a university administered leadership initiative targeted at talented and gifted high school students, providing integrated instruction in political thought, international relations, group writing, and presentation skills. Positions held with the organization initially included Lead Instructor, Dean of Faculty, Dean of Students, and, ultimately, Program Dean. During my tenure, the Ivy Scholars Program experienced tremendous growth, growing to almost three hundred students from nearly thirty nations. Responsibilities included curriculum and simulation design, significant lecturing and seminar instruction across a broad range of topics, cultivation of potential donors, responsibility for a six-figure financial aid program, as well as the training and supervision of a large teaching staff.

### **Teacher and Debate Coach**

*The College Preparatory School, Oakland, CA; September 2000 – May 2008*

This position, at a highly regarded independent upper school, involved curriculum design, classroom teaching, competition coaching, student supervision, and program administration. Courses taught included Introduction to Philosophy, Introduction to Speech and Debate, Intermediate Debate, and Advanced Debate. Students I coached in Policy and LD Debate won or advanced to the final round of virtually every major national competition, including Harvard, UC-Berkeley, Stanford, the NFL/NSDA National Championships, and the National Tournament of Champions (TOC). Significant service work included a term as the Chairperson of National Forensic League (NFL/NSDA) Rules and Review

Committee for Policy Debate in 2006, as well as serving on the National Tournament of Champions (TOC) Advisory Committee for Policy Debate for almost a decade.

#### **Assistant Dean and Debate Coach**

*Hopkins High School, Minnetonka, MN; February 1999 – June 2000*

This public high school administrative position involved working with students and staff on conflict resolution and mediation, as well as investigating violations of institutional rules. In addition, responsibilities included identifying and implementing consequences in accordance with school district policy, supervising a security staff of over a dozen people, and working with counselors, diversity coordinators, and special education instructors to facilitate a constructive learning environment and maintain compliance with institutional standards, including IEPs. Debaters I coached while at Hopkins won the Minnesota State Championships and the National Tournament of Champions (TOC) in Lincoln-Douglas style debate.

#### **Foreign Manager and Teacher**

*Sung-Il Foreign Language Institute, Suwon, South Korea; November 1996 – June 1998*

This teaching and management position involved instructing students and mentoring teachers in English across a wide variety of contexts, experience, and age. In addition, I designed and taught English language courses for multiple off site programs for universities and government institutions. This included numerous multi-month immersive training programs for the South Korean Ministry of Home Affairs, where diplomats were being prepared to conduct trade negotiations in the U.S. and the United Kingdom.

#### **Lecturer and Assistant Director of Forensics**

*Weber State University, Ogden, UT; August 1995 – May 1996*

Upon completion of my undergraduate degree, my alma mater offered me a one-year full-time faculty appointment as a Lecturer and Assistant Director of Forensics in the Department of Communication. Responsibilities included developing and teaching multiple sections of both Introduction to Public Speaking and Intercollegiate Forensics, as well as coaching a nationally competitive Policy and Parliamentary debate program.

#### **Teacher and Debate Coach**

*The Pinewood School, Los Altos Hills, CA; August 1991 – June 1993.*

This middle and upper school teaching position at a well-regarded independent school involved developing and teaching multiple sections of Introduction to Communication Theory, Intermediate Public Speaking and Advanced Public Speaking. In addition, I coached competitors in debate and individual events at local, regional, and national competitions, with students winning significant awards at major national-circuit competitions including Stanford, UC-Berkeley, Loyola-Marymount, the California State Championships, and NFL/NSDA National Championship.

#### **Selected Presentations, Conferences, and Workshops (2010-present)**

- ***Instructor – United Nations (UNITAR)/Republic of Korea – August-October 2020***  
Developed and taught a bespoke course for the United Nations on advanced negotiations strategies, working with almost fifty diplomats from the South Korean Ministry of Foreign Affairs in the run-up to talks between the South Korean government officials and their counterparts in the governments of the China, Japan, and the DPRK.
- ***Workshop Leader – European House – Ambrosetti (Italy) – June 2019***  
Designed and taught a series of CEO-level workshops on advanced negotiation practices for one of the top private think tanks in Italy. Topics covered include overcoming cultural differences during negotiations, successfully manipulating BATNA, building coalitions during multilateral negotiations, and overcoming adversarial negotiating tactics, with the emphasis of the workshop focused on assisting many participants with ongoing negotiations with China over expansion of the Belt and Road Initiative into Italy.

- **Featured Lecturer – EAFIT University (Colombia) – May 2019**  
 Was a featured lecturer and at a large entrepreneurship conference being hosted by the business school at a major university in Medellin, Colombia. The lecture, entitled “Five Reasons Why Negotiations Fail,” covered topics including leadership and team management during negotiations, overcoming deadlocks in high-conflict negotiations, and converting cultural differences into strategic gain. This lecture is available for viewing on my professional website ([www.nickcoburnpalo.com](http://www.nickcoburnpalo.com)).
- **Workshop Leader – Taipei American Chamber of Commerce – March 2018**  
 Presented an advanced workshop on “The Subtle Arts of Persuasion and Negotiation” to local business leaders in Taipei at the Taipei American Chamber of Commerce. Instruction was offered in multilateral negotiation strategies, crisis communication, and applying lessons from the world of diplomacy to the world of business.
- **Interview Subject – Radio Taiwan International (RTI) – November/December 2017**  
 Was the subject of a three interview series on the issues of “Developing Leaders,” “The Art of Public Speaking,” and “Negotiation Strategies” with award winning journalist Natalie Tso. Radio Taiwan International (RTI) broadcasts worldwide and is one of the oldest stations in the world to continue to do so. Two of the interviews are available for listening on my professional website ([www.nickcoburnpalo.com](http://www.nickcoburnpalo.com)).
- **Lecturer and Juror – Warsaw School of Economics (Poland) – April 2016**  
 Served on the competition jury and lectured on “When to Walk Away from Negotiations” at the Warsaw Negotiation Round, a World Mediation Organization affiliated global negotiation competition in Warsaw, Poland, featuring some of the worlds leading law and business schools.
- **Presenter – TEDx Taipei – December 2014**  
 Developed and presented a well-received TEDx talk on “Why Negotiations Fail: Lessons Learned from Training Diplomats at the United Nations” at Taipei American School in Taiwan. The talk can be located easily on YouTube or at my professional website ([www.nickcoburnpalo.com](http://www.nickcoburnpalo.com)).
- **Instructor – United Nations (UNITAR)/Olaf Palme Fund – March 2013**  
 Developed and presented curriculum at a workshop for U.N. diplomats from developing nations entitled “Effective Negotiations in Multilateral Conferences” at the Malaysian Mission to the United Nations in New York.
- **Instructor – African Union/United Nations (UNITAR) – March 2012**  
 Developed and presented curriculum at an ambassador level training workshop entitled “Consultations & Capacity Building Training for the African Union Negotiators to the United Nations Conference on Sustainable Development (Rio+20)” at the African Union Mission to the United Nations in New York.
- **Facilitator – Yale University/Brady-Johnson Center for Grand Strategy – December 2011**  
 Assisted in the design and facilitation of a political crisis management simulation in New Haven, Connecticut for Yale’s elite “Studies in Grand Strategy” program. Collaborated with fellow facilitators including John Negroponte, John Lewis Gaddis, Paul Kennedy, and ex-Treasury Secretary Nicholas Brady.
- **Instructor – United Nations (UNITAR) – November 2011**  
 Developed and presented curriculum at a workshop for U.N. diplomats from developing nations entitled “Effective Public Speaking and Presentation Skills” at the Egyptian Mission to the United Nations in New York.
- **Instructor – Republic of South Africa/United Nations (UNITAR) – January 2011**  
 Developed and presented curriculum for the inaugural United Nations course on speech and statement writing for incoming Security Council delegations, entitled “Introduction to Statement Writing for the United Nations Security Council,” for the South African delegation at their Mission in New York.
- **Presenting Researcher – Yale University/ International Security Studies – December 2010**  
 Featured presenter at the International Security Studies Colloquium hosted by Yale University in New Haven, Connecticut on “The Past, Present, and Future of America’s Relationship with the Koreans.”