

""Twitter handle (and profile name): CMPartners (CMPartners)

**Twitter description:** Negotiation Practitioners teaching and practicing: Influence | Negotiation | Difficult Conversations | Lateral Leadership| Facilitation | Strategic Trust

**Description of the organization from a third party source:** "CMPartners, LLC is a consulting and training firm specializing in human interdependence management. We help our clients succeed by building their capacity to manage the complexities of human interactions."

**Scraped text from their home page of their website:** Titles: Home - CMPartners

**Headings:** Thought; Action; Results; Our Services; Resources; Blog; Town Hall Meetings: It's a Setup; The Importance of Value Creation; Dovetailing Interests: The Key to Unlocking Hidden Value in M&A Deals

**Paragraphs:** Our methods were first conceived at the Harvard Negotiation Project; CMPartners designs, advises, and facilitates high-stakes transactions and transitions.; Our services produce better negotiation outcomes, today and over time.; I would really like to thank you... for the great Session we had the past week. It was one of the most enriching programs that really lead to making a difference in both my business and personal negotiations skills and strategy.; CMPartners profoundly influenced the quality of our company's relationships with customers, suppliers and each other. The learning and deployment of their technology - both methodology and skills- is the highest yielding investment in our history.; Your [Negotiation] course has truly exceeded my expectations and given me a set of skills that are highly transferable across contexts and people. The concepts will stay with me, since you taught at both a theoretical level (which is the important starting point for me) and an intuitive level (which might become more ingrained later). Many thanks for that.; My group found your session to be really thought - provoking and, for [some of them] in particular, it proved to be a something of a revelation and a pivotal moment in the program. Many thanks..."; ...Thank you very much for coming in and absolutely "WOW-ing" me the past two days - your presentation was the definition of world class. As someone as new as myself to [International Food Corporation's] team, I sometimes find myself struggling to decide which parts to turn my attention to in order to bring myself up to speed with everyone else in the department. Clearly, negotiating is a huge one of those parts in our group's business, and I can now confidently say that I am equipped with the tools needed to succeed in this area. ...I'm now already looking forward to practicing your negotiating and conversational tactics in the real world.; CMPartners works with clients to understand and enhance their individual and collective negotiation, relationship management, communication, and conflict management abilities.; CMPartners supports

leaders and negotiators who face high stakes Transactions, organizational and social Transitions, and mission-critical Training needs.; CMPartners\_x000D\_

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**Scraped text from their about page of their website:** Titles: About - CMPartners

**Headings:** About

**Paragraphs:** MissionHistoryValuesExpertiseCommunity Engagement; We help our clients succeed by building their capacity to manage the complexities of human interactions. In business, politics, and our day-to-day lives, how we engage people and issues determines what we achieve. Leaders rely on those they lead, and managers on those they manage. Negotiators seek optimal outcomes across tables with adversaries and with partners. Diverse stakeholders shape conflicts and value chains. Organizations depend on high performance teams, and functioning matrixes. Success in this environment relies on human-to-human skills such as the ability to influence, negotiate, lead, communicate, innovate, adapt, and manage conflict.; CMPartners brings decades of professional experience to developing intellectual capital to help our clients excel. We are pioneers in the fields of influence, negotiation, leadership, strategic communication, conflict management, stakeholder engagement, innovation and joint problem solving. Our mentor Prof. Roger Fisher founded the Harvard Negotiation Project in 1979. In the decades since, while working with our private and public sector clients facing some of the greatest problems and opportunities of our time, CMPartners professionals have built the discipline of interdependence management.; CMPartners\_x000D\_

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**Scraped text from their mission page of their website:** Titles: Mission - CMPartners

**Headings:** Mission

**Paragraphs:** MissionHistoryValuesExpertiseCommunity Engagement; We work continuously to better develop, understand, apply, and share negotiation best practices;; Thought - insight into the working nature of human interdependence and interaction, made operational in practical mental models, methods, tools, and strategies; Action - skills and practices that build competencies and produce results; Results - continuous improvement

of working relationships and negotiated outcomes; Joint ventures; Border and resource disputes; Cross-matrix teams; Stakeholder engagements; Armed forces/community relations; Sales force and supply chain development; Leadership development; Labor/management relations; Political conflicts; Change management initiatives; In each role, we work with our clients to assess and engage their challenges, take advantage of their opportunities, prepare them for success, learn and adapt in real time, and get the job done.; CMPartners\_x000D\_

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**Scraped text from their history page of their website:** Titles: History - CMPartners

**Headings:** History

**Paragraphs:** MissionHistoryValuesExpertiseCommunity Engagement; Managing Partners Tom Schaub, Liz McClintock, Eric Henry and Ken Hyatt formed CMPartners in 2003. In fusing their respective practices into one firm, they combined decades of leadership in negotiation advising, training and facilitation practices. Soon after, Jim Tull were welcomed as Managing Partners. The Partnership works closely with a global team of talented Associates, Senior Consultants, Advisors, and Subject Matter Experts.; CMPartners grew from the renowned Conflict Management, Inc. (CMI), one of the world's first negotiation consulting firms, and her sister non-profit organization, Conflict Management Group (CMG).; Our intellectual heritage is rooted in the seminal thinking of our mentor Professor Roger Fisher, founder of the Harvard Negotiation Project in 1979. With several of his former students, Professor Fisher later formed CMI and CMG in 1984.; CMP carries forward both the content and the spirit of my life's work in negotiation and conflict management. I admire what they are doing on the ground - and around the globe.; Notably, Getting To Yes: Negotiating Agreement Without Giving In remains the world's best-selling book on negotiation. Until his passing in 2012, Roger worked with CMPartners as a colleague and advisor. Roger was an inspiration and friend to each of our Partners.; Today, CMPartners professional practice spans more than 90 countries. Our clients include leaders and their teams in government, Fortune 500 global companies and small businesses alike, and a wide variety of nongovernmental and international organizations.; We have had the privilege of participating in some of the most challenging and important issues and negotiations of our time in both the private and public sectors.; CMPartners\_x000D\_

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**Summaries of Links:** This organization appears to be a consulting firm specializing in organizational learning, consulting services, coaching, and public speaking. They have a strong focus on helping organizations improve their communication, negotiation, and conflict management skills. The organization also offers a variety of resources, including publications, media, and suggested reading materials. They have a team of experienced professionals who are experts in their respective fields. The organization is committed to providing high-quality services and helping their clients achieve their goals."""