

BE THE CHANGE

CIVIC SUMMIT

MOSHE COHEN

Senior Lecturer at the Questrom School of Business, Boston University

Moshe Cohen has been teaching negotiation, leadership, conflict resolution and organizational behavior as founder of The Negotiating Table since 1995 and as a senior lecturer at Boston University's Questrom School of Business since 2000. He has worked with thousands of students as well as companies worldwide. As a mediator, Moshe has worked to resolve hundreds of matters, and also coaches executives, managers, and individuals on leading others and negotiating effectively. He is the author of three books - *Collywobbles*, *How to Negotiate When Negotiating Makes You Nervous*; *Optimism is a Choice* and *Other Timeless Ideas*; and *The Optimistic Pessimist: More Timeless Ideas*. He has also written numerous articles and cases, and appears in podcasts, videos, and interviews. Moshe studied Physics at Cornell University and has a Master's in Electrical Engineering from McGill University, specializing in robotics. After a dozen years in robotics, he completed his MBA from Boston University and fell in love with negotiation, mediation, and leadership.

ADVOCATING TO MEET YOUR GOALS THROUGH INFLUENCE AND NEGOTIATION SKILLS

11:30 AM - 12:30 PM

Working within communities to effect positive change involves influencing others' choices and negotiating to advance worthy causes.



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In this interactive session, Moshe Cohen, Senior Lecturer at Boston University's Questrom School of Business, brings decades of experience in negotiation, leadership, and conflict resolution to help civic leaders sharpen the tools they already use every day—often without even realizing it.

Through real-world scenarios and dynamic exercises, you'll learn practical tips and strategies for advocating with confidence, navigating tension, and negotiating toward shared goals. Whether you're knocking on doors, leading a meeting, or pushing for policy change, this session will help you communicate with clarity, manage conflict, and strengthen your influence—all in a fun, conversational setting.

Come be the change—learn to lead with influence, empathy, and confidence.

