

Moshe Cohen

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.