

Strategic Negotiation Course: Mastering Influence, Strategy, and Results

FACULTY

Eric B. Henry

Co-Founder & Partner, CMPartners LLC, Board Member, The Bridgeway Group

Mr. Henry leads CMPartners' practice in Washington, D.C. He conducts workshops on negotiation strategy, joint problem solving, and communication mastery and acts as an advisor to one or several parties to a negotiation or dispute. Mr. Henry has worked in a wide variety of settings in North America and in more than 55 countries throughout the world, in both the private and public sectors. In the private sector, Mr. Henry has worked with dozens of Fortune 500 global companies in the financial services, oil and gas, pharma, technology, defense, professional services, manufacturing, logistics, and consumer products industries. This work has been on joint venture, procurement, global supply chain, sales, legal, fee, and labor relations issues for clients such as Chevron, Saudi Aramco and Boeing. He has worked for more than 20 years with The IMF, World Bank Group (WBG), the Inter-American Development Bank (IDB), the European Bank for Reconstruction and Development (EBRD) and the Asian Development Bank (ADB) in Washington, DC, London, Manila and many field office locations in Asia, Europe, Africa and South America.



In the public sector, Mr. Henry has worked extensively with government ministries and international organizations training and advising political, military and civil society leaders in a diverse array of countries and conflict situations. His most extensive such experience has been in Asia in Nepal (2003-12), India (2004-14), Singapore (2005-08), Kashmir (2006-11), Sri Lanka (2006-08), Brunei (2007-10), Thailand (2006-10), and Bhutan (2017-18), the Middle East in UAE/Dubai (2006-15) Bahrain (2013-16), and South America in Brazil (2006-14) and Argentina (2007-14).

Mr. Henry has taught and trained in association with numerous leading universities around the world including the Institute for Management Development (IMD) in Switzerland, the National University of Singapore (NUS), Duke Corporate Education (DukeCE) and The American University of Beirut (AUB). Mr. Henry was a Guest Lecturer at the School of International and Public Affairs at American University in Washington, D.C. (2005-06) and was an Adjunct Professor at the Johns Hopkins University School of Advanced International Studies (SAIS) in Washington, D.C. (2008-20) where he is now a Guest Lecturer.

Prior to forming CMPartners, Mr. Henry received his BA from Brown University in 1979 and his JD from The New York University School of Law in 1984. He was a practicing attorney, first serving as Law Clerk for United States District Court Judge Charles P. Sifton in New York (1984-85). Then he was an attorney with the firm of Cahill Gordon & Reindel in New York and Washington, DC (1984-88), specializing in constitutional and commercial litigation.

Mr. Henry was the Founder and President of Logotel, Inc. (1988-2000), a merchandise manufacturer/distributor for top cartoonists (e.g., Charles Schulz "Peanuts", Jim Davis "Garfield") and other leading comic, sports and entertainment properties. He sold the company in 1999 before co-founding CMPartners in 2002.

Elizabeth McClintock**Executive Director, The Bridgeway Group, Co-Founder & Partner Emerita, CMPartners, LLC**

Elizabeth McClintock, Ph.D. is Executive Director of the [Bridgeway Group](#) and Co-founder and Partner Emerita of CMPartners LLC. Liz has over 30 years of experience offering consulting services to and designing and implementing negotiation, conflict management, and leadership training programs for both public and private sector organizations around the world.



Liz's work is focused on conflict and post-conflict environments, and with multilateral agencies charged with supporting transitions to peace and associated programming in those contexts. In her work, Liz has advised the US government, the Swiss government, the UK government, the World Bank, and various United Nations units, including the Office of the Special Adviser of the Secretary General to Burundi, on preparation for and conduct of negotiation and dialogue processes. Liz has supervised multi-year projects in Burundi, Timor-Leste and Liberia. She currently manages a multi-country capacity building program for the World Health Organization (WHO), helping member states to manage multisectoral collaboration efforts more effectively to combat antimicrobial resistance (AMR). Past work with WHO has resulted in a series of publications, including the book *Negotiating Public Health in a Globalized World: Global Health Diplomacy in Action*, with co-authors, D. Fairman, D. Chigas, and N. Drager (Springer 2012). Her most recent publication is entitled "Empowering One Health Peacemakers" in *Journal of Transdisciplinary Peace Praxis* Vol 4 No. 2, co-authored with Diana Chigas, Ian Johnstone and Deborah Kochevar (2022).

In her private sector work, Liz has worked with Boeing, Chevron (in the US and France), Barry Callebaut, and Kraft Foods, among other clients. The focus of this work has largely been on negotiation preparation, supply chain management, and labor relations.

Liz is an Adjunct Assistant Professor of International Negotiations at The Fletcher School (Tufts University) and a [Lecturer on Law](#) at Harvard Law School. She also serves on the Faculty for the [Academy of American & International Law](#). She worked as an Adjunct Lecturer at the Johns Hopkins University School of Advanced International Studies (2015-2022). Liz is the Chair of the Board of Visitors of the [John Sloan Dickey Center for International Understanding](#) at Dartmouth College, a faculty member of the [Negotiation Strategies Institute](#), and a member of the Advisory Council at [UR Action](#). Liz earned an A.B. at Dartmouth College and received an MALD and a Ph.D. from the Fletcher School at Tufts University. She is a proud Returned Peace Corps Volunteer (Morocco).