

Jeanette Nyden, J.D.



Jeanette Nyden empowers sales, purchasing, and contracting professionals to maximize key customer relationships by providing tactical, customized contract negotiation coaching from the planning phase through to execution. By working with Ms. Nyden clients have increased scope without increasing total spend, introduced much needed innovation and repaired a “combative” relationship prior to contract renewal.

Ms. Nyden is a recognized expert in the field having co-authored ***Getting to We: Negotiating Agreement’s for Highly Collaborative Relationships***, written ***Negotiation Rules! A Practical Approach to Big Deal Negotiations*** and co-authored ***The Vested Outsourcing Manual: A Guide for Creating Successful Business and Outsourcing Relationships***.

Ms. Nyden has worked with organizations such as PG&E, TD Bank, CIBC Bank, Brookfield Johnson Controls, CH2MHill, T-Mobile, Jones Lang LaSalle, Microsoft, and Federal Emergency Management Agency (FEMA). Ms. Nyden is an adjunct professor at Seattle University and has taught negotiation skills courses at the University of Tennessee’s Center for Executive Education.

Ms. Nyden earned her B.A. and Juris Doctorate from Southern Illinois University. Between 2002 and 2007, Ms. Nyden donated hundreds of hours mediating disputes for the Pierce County Center for Dispute Resolution, a non-profit organization.

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