



Jeanette Nyden Bio 2020

With more than 20 years of experience drafting and negotiating a variety of agreements, Jeanette guides contract professionals as they negotiate complex performance- and outcome-based agreements. With her assistance, clients enhance their skills at drafting, negotiating and managing complex contracts. Since 2003, she has been providing contract negotiation training programs to companies as small as 60 million in revenue, as large as Fortune 500 powerhouses, and state governments. Before that Jeanette was a practicing

attorney.

Jeanette is a recognized, international expert in the contracting field having authored and/or co-authored a number of white papers, articles, and four books including: **The Contract Professional's Playbook: The Definitive Guide to Maximizing Value through Mastery of Performance- and Outcome-Based Contracts**; **Getting to We: Negotiating Agreement's for Highly Collaborative Relationships**, authored **Negotiation Rules! A Practical Approach to Big Deal Negotiations** and **The Vested Outsourcing Manual: A Guide for Creating Successful Business and Outsourcing Relationships**. Notable white papers include *Unpacking Collaborative Theory*. and *Unpacking Pricing Models*.

She has worked with worked with organizations such as the State of Washington, PG&E, Esterline, KLX, TD Bank, CIBC Bank, Brookfield Johnson Controls, CH2MHill, T-Mobile, Jones Lang LaSalle, and Microsoft. Jeanette was also an adjunct professor at Seattle University and taught courses at the University of Tennessee's Center for Executive Education. She earned her Juris Doctorate from Southern Illinois University and for a number of years practiced in both Illinois and Washington state. Jeanette is currently licensed in Washington state and teaches negotiation ethics courses for the Washington State Bar Association.