

Jeanette Nyden Introduction:

Jeanette Nyden is an internationally recognized contract negotiation expert. She's written and co-authored four books including:

- 1. The Contract Professionals Playbook; A Definitive Guide to Mastering Performance-Based Contracts***
- 2. Getting to We: Negotiating Agreements for Highly Collaborative Relationships***
- 3. The Vested Outsourcing Manual and***
- 4. Negotiation Rules! A Practical Approach to Big Deal Negotiations.***

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.

Jeanette has taught at major corporations, at Seattle University and at the University of Tennessee's Center for Executive Education.

While no longer practicing law in a traditional manner, she is a lawyer and holds a license to practice law in Washington.

Please welcome Jeanette Nyden.