



# Jeanette Nyden Bio 2023

**Contract Attorney and Negotiation Expert**

**Training non-lawyers negotiate complex contracts with nuance, accuracy and confidence to reach agreements that are fair, balanced and risk-free.**

With more than 20 years of experience drafting and negotiating a variety of agreements, author, educator, and business consultant, Jeanette Nyden helps non-lawyers negotiate complex contracts by creating and delivering best in class turn-key and customized learning programs. Whether you realize it or not, contract professionals are doing the work lawyers did a generation ago, but without the training.

With her assistance, both buy-side and sell-side organizations enhance their skills at drafting, negotiating and managing complex contracts. Since 2003, she worked with companies as small as 60 million in revenue, as large as Fortune 500 powerhouses, and state governments. Jeanette is currently licensed to practice law in Washington state.

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*.