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## Hal Movius

Consensus Building Institute Principal and Director of Training and Consulting Services Charlottesville, Virginia  
Staff

Hal Movius is a Principal at the Consensus Building Institute and directs its Assessment, Coaching and Training services. Hal helps organizations to understand how well they are currently negotiating, and to develop systems and structures that improve how individuals and teams negotiate. He has trained more than a thousand executives and advised organizations of all sizes.

With Professor Lawrence Susskind, he is co-author of the forthcoming *Building A World Class Negotiating Organization* (Harvard Business Press). He has also authored and co-authored more than a dozen negotiation articles, cases, and simulations that focus on negotiation, communication, and leadership. He has been a featured speaker at the Global Institute for Leadership Development and the Women in Leadership Summit.

Hal also teaches The Program on Technology Negotiation, an executive seminar offered through the Program on Negotiation at Harvard Law School.

Previously Hal served as Senior Consultant at Linkage, Executive Search Consultant at Auerbach Associates, Research Associate at Harvard Business School, and Executive Coach at Harvard's Kennedy School of Government. He holds a Ph.D. in Clinical Psychology from the University of Arizona, completing his clinical internship training at Cambridge City Hospital and Harvard Medical School. He holds a B.A. in History from Harvard College.



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