



Leslie SHAW



Professor in Organizational Behavior

Faculty Position: Adjunct Professor

ISG International Business School

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A graduate (Ph.D) of Trinity College Dublin, economist and former supplier account manager at the Electricity Supply Board in Dublin, Leslie Shaw pioneered negotiation skills training in France in the 1980s when he developed his Negotiation Bootcamp for the Alcatel-Alstom group. Subsequently included in the curriculum at several business schools, it has been delivered to thousands of participants from around the globe. He describes his approach to teaching as a combination of the Human Relations school of the 1930s and the cognitive perspective that is the hallmark of business education in the 21st century. His courses, focused on skills rather than knowledge acquisition, are delivered using action learning, original methodologies and case studies grounded in real business transactions and events.

Dr. Shaw has presented at academic conferences in Paris, Berlin, London, Krakow, Jerusalem, Los Angeles, Boston, Washington D.C. and Toronto.

Teaching areas

Negotiation
Teambuilding and Leadership
Intercultural Management
Decisionmaking
Conflict Management
Organizational Behavior

Research Interests

Negotiation
Teambuilding and Leadership
Intercultural Management
Decisionmaking
Conflict Management
Organizational Behavior
Risk Management
Game Theory

Education

Ph.D. (1985)
B.A. First Class, First University Prize (1976)
University of Dublin, Trinity College

Teaching Experience

Associate Professor, ESCP Europe Business School
Visiting Professor, McCombs School of Business, University of Texas at Austin
Visiting Professor, International Management Institute MBA, New Delhi
Visiting Professor, George Washington University MBA
former Professor, Ecole Nationale d'Administration
former Professor, la Sorbonne
former Assistant Lecturer, University of Dublin, Trinity College

Other Professional Experience

Supplier Account Manager, Electricity Supply Board, Ireland

Executive Vice President, International Conference on Advances in Management

Publications

Articles

- Enterprise Spirit and Trade Union Social Contract, in *Creating Regional Wealth in the Innovation Economy*, Financial Times Prentice Hall, 2002
- Role Model for the Global Knowledge Economy, *Management & Conjuncture Sociale*, Spring 2003
- Innover sans sacrifier sa rentabilité, *Business Digest*, January 2004
- Negotiating Styles, Risk and Russia, *Journal of the Indian Institute of Management Kozhikode*, 2008
- Négociier en Russie: opportunités et risques, *Accomex*, June 2008
- Experiential Learning in the Global Classroom, *International Journal of Management in Education*, 2009
- From Hungarian Freedom Fighter to General Motors, *GM Heritage Center*, 2009
- Managing Performance during the Downturn, *ISM Journal of International Business*, 2011
- Pays d'Europe centrale et orientale: quelques bons conseils pour réussir vos affaires, *Accomex*, 2011

Conference Presentations

- Negotiation Strategy and Aristotle's Rhetoric, 2nd Paris Biennial on Negotiation, 2005
- Positional Bargaining Revisited, 4th Paris Biennial on Negotiation, 2010
- Lisi Aerospace: a case study in EL, EABIS Experiential Learning Congress Berlin, 2010
- Practical Wisdom in Biblical Thought - Social Theory and Judaism, Ben-Gurion University Israel, 2011
- Applying Game Theory to the U.S. - Iran Conflict, ICAM London, 2013
- Doing Business in Central and Eastern Europe, ICAM London, 2013

- Fénelon and Christian Agrarianism, ICAM Los Angeles, 2014
- Automated Negotiation, 5th Paris Biennial on Negotiation, 2014
- SIAC vs. Poland: A Study in Cultural Due Diligence, ICAM Boston, 2015
- Physical Violence as a Negotiating Tactic and the Criminalisation of C-level Executives, 6th Paris Biennial on Negotiation, 2016

Professional Associations

International Biennial on Negotiation

- Member of the Scientific Sponsoring Committee

ISM International School of Management

- Member of the Board of Directors

International Conference on Advances in Management

- Executive Vice President

Global Conference on Advances in Management

- Executive Vice President

Academic Awards

International Conference on Advances in Management

- Leadership Award 2014

Trinity College Dublin

- First University Prize 1976