

Curriculum Vitae

Prof. Yann Duzert, Ph.D
French and Brazilian
25/04/1972 in Rennes.
FGV Adjunct Professor/Maître de conference.
Director of the FGV Program on Negotiation
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A) Academic Qualifications.

Adjunct Professor and Coordinator of the doctorate in Business Administration at FGV (2003-2015).

Post doctoral Fellowship at the Massachusetts Institute of Technology Urban Studies and Planning with Prof Lawrence Susskind, MIT-Harvard Public Disputes of the Program on Negotiation based at Harvard Law School.

Doctorate in Management Risk, Information and Decision Management at École Normale Supérieure de Cachan.

Diplôme d'Études Approfondies (DEA) in Economics at École Normale Supérieure de Cachan.

Master in International Management at HEC-Lausanne-École Supérieure de Commerce de Rennes.

Bachelor in marketing na École Supérieure de Commerce de Rennes and one year of BA of HEC Montreal.

B) Areas of Academic Research.

1) On going academic projects of research 2002-2016

- Cross cultural Negotiation with FGV China-Brazil Negotiation Program (2003-2015) and with Prof Jean-François Chanlat Master/Doing Business in Brazil.

- Information Systems applied to Risk, Information and Decision Sciences with FGV, Federal University of Rio de Janeiro COPPE, MIT DUSP, USC Creative Technologies.

- Inventor and developer of the Newgotiation framework/technique taught and used by more than 1 million people in the world. Research with the Harvard Program on Negotiation, MIT-Harvard Public Disputes Program/Consensus Building Institute ongoing : Evolutionary theory of negotiation.

2) Possible academic projects of research in Risk, Information and Decision Sciences as Maître de Conféren at Université Paris Dauphine

- Cross cultural Negotiation : What is universal and Singular in Negotiation for expatriates in Brazil and China. In cooperation with FGV Brazil Program on Negotiation and Xin Ghua Shanghai University and Dauphine Prof Chanlat. With

master and doctoral students

- Information Technology : Metamediation and Cognitive Management of System of Information in Network.

In cooperation with Institut de la Complexité/Ecole Polytechnique Prof Paul Bourguine and University of Southern California Institute for Creative Technologies USC Prof David Traum and USC Prof Frank Zerunyan. With Dauphine and FGV doctoral students.

- Consensus Building technique research with the MIT-Harvard Public Disputes Program/Consensus Building Institute Harvard Prof Lawrence Susskind and MIT Prof David Fairman. On going comparative research. With Dauphine masters students and FGV Doctoral Students.

Advising Doctoral Student FGV Prof. Anna Tereza Spinola. Cognitive Sciences discoveries impacting negotiation.

Limbic brain and hormonal impact on conflict resolution. Thesis to be defended in 2016.

Advising Doctoral Student FGV Prof. Nazareth. Neurofeedback and Neuromarketing applied to negotiation influence tools. Thesis to be defended in 2016

Advising Doctoral Student FGV Prof. Arthur Schuler da Igreja. Cognitive bias and trust building in Negotiation: a new approach. Thesis to be defended in 2016.

C) Selected Research Publications

1) Academic Books

Professor Yann Duzert has published 17 books, most are published in academic research cooperation with well known professors at Harvard, MIT, Stanford, ESSEC, ESCP Europe, FGV, USC, FGV, including 3 Nobel Prizes of Economics.

- Duzert Y (Juillet 2017) 新型谈判术——谈判的重新界定. Zheijian University Press. China.
- Duzert Y (March 2017). Newgotiation : Newgociazione per la vitta. Fanco Angeli Editora. Milano.
- Duzert Y, Zerunyan F (2016) Newgotiation: Newgociação para líder publico. Newgotiation. Publishing/University of Southern California Press.
- Duzert Y (Juillet 2015). Newgotiation : Newgociation pour la vie. Newgotiation Publishing.
- Duzert Y (2015). Newgotiation: Newgociação no cotidiano. Newgotiation Publishing.
- Duzert Y (2015). Newgotiation for life. Newgotiation Publishing.
- Cavalcanti B, Duzert Y, Marques E (Org) (2015). Guerreiro Ramos. Editora FGV.
- Stoeckicht I, Dorval O, Mallman, C. Men, Y. Duzert (2014). Negociações internacionais. Editora FGV.
- Arrow. K. Ross L, Mnookin R, Tversky A, Duzert Y (2011). Obstaculos para resolução de conflitos. Editora Saraiva.
- Duzert Y, Lustosa F, Spinola AT. Apendiz Legal (2010). Administração Pública. Editora FRM.
- Lempereur, A., J. Sebenius & Yann Duzert (2009), Manual de negociações complexas.

Editora FGV.

- Lempereur, A., A. Colson & Yann Duzert (2009), Método de negociação. Editora Altas.
- Duzert, Yann, A. T. Spinola & A. Brandão (2009), Negociação empresarial. Editora Saravia.
- Susskind, L., Yann Duzert & A. Lempereur (2009), A bon processus bon consensus - Leadership facilitateur. França : Editions Eyrolles.
- Susskind, Lawrence, Jeffrey Cruickshank & Yann Duzert (2008), Quando a Maioria não Basta, 1.ed. Rio de Janeiro : Editora FGV.
- Duzert, Yann org. (2007), Manual de negociações complexas. Rio de Janeiro : Editora FGV.
- Duzert Yann (2001). La dynamique de la médiation dans la gestion cognitive de système d'information en réseau. Editions ENS Cachan.

2) Academic Book Chapters

- Duzert Yann Fabiana Camera (2013). "A nova dinâmica do mercado tecnológico brasileiro: o conflito entre distribuidores e produtores de conteúdo. Book Política e gestão cultural: perspectivas Brasil e França / Frederico Lustosa da Costa (organizador). Editora EDUFBA/ESCP Europe, 2013. 373 p. ISBN: 978-85-232-1105-9.
- Duzert, Yann, Fabio Cardoso & Octavio Penna Pieranti (2007), "How Companies Deal With The Federal Government and With Actors Linked To The Environment In Brazil". IN: Delbard, Olivier. Sustainability Management Issues in Latin America And Europe: A Multi-Stakeholder Perspective. France. ESCP Europe.
- Duzert, Yann, Ana Tereza Schlaepfer Spinola & Fernando Bulhões (2007), "A matriz de negociações complexas aplicada no contexto das reformas no Brasil: caso CDES". IN: Duzert, Yann org. Manual de negociações complexas. Rio de Janeiro, Editora FGV.
- Duzert, Yann & Ana Tereza Schlaepfer Spinola (2007), "Brasil-OMC: a queda-de-braço nas questões agrícolas". IN: Duzert, Yann org. Manual de negociações complexas. Rio de Janeiro, Editora FGV.

3) Research papers published in proceedings of scientific seminars.

- Duzert Y. Dias M (2013). Teaching materials: role play simulation on business e-negotiation – domain.com.br. Biennale Internationale de Négociation. Proceedings Négocia.
- Rodrigues, S. A. ; Duzert Y. ; Souza, J. M. (2010). An Approach to Understand IT Professionals' Behavior During Negotiations. In: 4th International Biennale of Commercial negotiation, Paris, France.
- Duzert, Yann, G. F. Briolo & Ana Tereza Spinola (2009), The Matrix of Complex Negotiations. Case Study: negotiating with the Chinese at a time of crisis. IN: IASIA Annual Conference, 03-08 Agosto, Rio de Janeiro.
- Duzert, Yann & S. Rodrigues (2009). An Approach to Visualize the Negotiation Preparation Step. IN: Group Decision and Negotiation, Toronto, Canada.
- Dias M, Duzert Y (2008). Brazilian negotiation in 10 different scenarios. Biennale Internationale de Négociation. Négocia Paris.
- Rodrigues S. A. ; Paula M. ; Duzert, Y. ; Souza, J. M. . A Case Study for a Complex Negotiation Analysis on Software Development Projects. In: GDN 2008 Group

Decision and Negotiation Meeting, 2008, Coimbra. GDN 2008 Group Decision and Negotiation Meeting, 2008.

- Rodrigues, S. A. ; Duzert, Y. ; Souza, J. M. An E-learning System to Prepare Negotiations. In: IADIS e-Learning 2008, 2008, Amsterdam. IADIS e-Learning 2008, 2008.

- Duzert, Yann & Fabiana Camera (2008), Análise das Heurísticas e vieses cognitivos na etapa de preparação do processo de negociação: Uma fonte de Poder para o Negociador. IN: International Association for the Scientific Knowledge (IASK) - Global Management 2008, 13-15 Outubro, Cidade do Porto. Portugal.

- Duzert, Yann & Ana Tereza Spinola (2008), Negociação em Situação de Crise e a Matriz de Negociações Complexas. IN: International Association for the Scientific Knowledge (IASK) - Global Management 2008, 13-15 Outubro, Cidade do Porto, Portugal.

- Duzert, Yann, Octavio Penna Pieranti & Fabio Cardoso (2007), Negociações ambientalistas entre atores da sociedade civil e governo. IN: Negocia- Biental Internacional de Negociação, 14 Novembro, Paris.

- Duzert, Yann (2006), Agriculture Negotiation in the context of WTO. IN: MIT-Harvard Public Disputes Program-CBI-PNC FGV. Séminario do Senado; Ecole Nationale des Arts et Métiers, Paris.

- Duzert, Yann (2006), Négociations Europe - Mercosul: Comment sortir de l'impasse. IN: Centre d'Etude et de Recherche Amérique Latine - Europe, Maio, Ecole Supérieure de Commerce de Paris.

- Duzert, Yann (2005), Cross cultural negotiation : What is universal and singular in the management process. IN: 2nd International Biennial of Negotiation, 18 November, Négocia Business School de Paris.

- Duzert, Yann (2005), Teaching negotiation through the matrix on complex negotiation to mold corporate diplomats. IN: New trends in negotiation teaching : Towards a transatlantic network, Paris. Harvard Program on Negotiation and ESSEC, 15 November.

- Duzert, Yann, Fabio dos Santos Cardoso & Octavio Penna Pieranti (2005), O governo federal e a negociação com os atores ligados ao meio ambiente. IN: ENGEMA, 11 Novembro, Rio de Janeiro.

- Duzert, Yann (2005), The use of the matrix of complex negotiations in the context of reforms in Brazil. IN: Proceedings 'Comparative Studies in Public Conflict Resolution'.

International Conference of the Korea Development Institute School of Public Policies and Management, September.

- Duzert, Yann & Daniel Enrique Rótulo Decuadra (2003), A influência do método de criação de consenso sobre o processo e os resultados políticos da negociação no caso Brasil-Uruguay por possível poluição transfronteira. IN: XXVII Enanpad, Atibaia, SP.

4) Academic research papers published Peer to peer Review Journals.

Dias, Murillo & Duzert, Yann. (2016). Fiat Chrysler Automobiles in Brazil: Alliance Consolidated. In: The International Journal of Business & Management. Volume IV, issue 2, February 2016, pp. 160-166.

- Duzert Y. AT. Spinola. G. Broilo (2010). Negotiation China-Brazil, approach of the matriz of complex negotiation. Journal of US-China Public Administration.

- Rodrigues, Sérgio Assis, Yann Duzert & Jano Moreira de Souza (2008), "An E-learning System To Prepare Negotiations", Proceeding of IADIS Conference e-

Learning 2008 -<http://www.elearning-conf.org> - Amsterdam, Netherlands.

- Rodrigues, Sérgio Assis, Melise M. V. Paula, Yann Duzert & Jano Moreira de Souza (2008), "A Case Study for a Complex Negotiation Analysis on Software Development Projects", Proceeding of Group Decision and Negotiation 2008 (GDN-2008) - <http://gdn2008.fe.uc.pt/> - Coimbra, Portugal.
- Duzert, Yann, Marco Aurélio Ruediger, Vicente Riccio & Fernando Bulhões (2005), "Concilier le changement et la construction de consensus. Le cas des réformes au Brésil", *Revue Française de Gestion*. v. 30, 153.
- Munier, Bertrand, Yann Duzert, Bertrand Guillaume & Marc Lassagne (2003), "Les négociations environnementales peuvent-elles être conçues comme un outil de décision collective efficaces. Rapport au Ministère de l'Ecologie et du Développement durable", GRID ENS Cachan CNRS UMR 8534. Ref 15 2003.
- Duzert, Yann, Charles Tang & Fernando Bulhões (2003), "Negociando com a China: estratégia e oportunidades - Uma perspectiva histórico-cultural", *Revista Gestão.org*. Disponível em www.gestaoorg.dca.ufpe.br/01.htm.

C) Academic Conferences and Executive Education Keynotes.

- 2016. CISP Seguros. Gestão do Risco, da Informação e da Decisão com Governança colaborativa.
- 2016. Protege. Newgotiation with supplier and Clients: Modern techniques. São Paulo.
- 2016. Senior. Newgotiation with Information Technology. Foz de Iguaçu
- 2016. Alphaville e Secretaria de Meio Ambiente do Estado de Ceará. Neogociação.
- 2016. CIEE Ulbra Universidade. Aprendiz Legal e Neogociação. Porto Alegre.
- 2016. Alphaville Escola Superior de Magistratura. Collaborative governance and public disputes Resolution.
- 2016. FGV-USC Smart Cities. Newgotiation and sustainable agreements. Rio de Janeiro.
- 2016. University of Southern California. Newgotiation and collaborative governance for public-private partnership. Master in International Management USC Price IPPAM. Los Angeles.
- 2016. Emory University. Newgotiation, Innovation in negotiation.
- 2015 São Francisco plano de Saude. Newgotiation in the health Sector.
- 2015. Ecole Supérieure de Commerce de Paris. Newgotiation : Doing Business with Brazil. Rio de Janeiro
- 2015. Ecole Supérieure de Commerce de Rennes-FGV. Doctorate in Business Administration. Newgotiation and cross cultural negotiations. Rennes.
- 2015. Brazil Food. New way to negotiation with Information technology. Salvador de Bahia.
- 2015. Rafarelli. Negotiation in times of Crisis. Gramado.
- 2015. University Paris Dauphine. Newgotiation : Doing business in Brazil. Rio de Janeiro
- 2015. Queiroz Galvão. Newgotiation in the Construction Sector: how to fight corruption.
- 2015. Newgotiation with information technology. Positivo University. Curitiba.
- 2015. University of Southern California. Newgotiation and Cross cultural negotiations. Los Angeles
- 2014. Petrobras. Negociation avec Technip. Rio de Janeiro

- 2014 AngloGold. Newnegotiation in the Mining industry.
- 2014. University of Southern California. Newnegotiation in the Real Estate sector. Los Angeles
- 2013. Alfaville e Procuradoria de Meio Ambiente do Estado de Minas Gerais. Consensus building em disputas públicas. Belo Horizonte.
- 2013. Ministry of Economy. Procuradoria da Fazenda. Negociação de dívida com grandes empresas. Brasília.
- 2013. Ecole Supérieure de Commerce de Rennes. Doctorate in Business Administration: Newnegotiation. Rennes.
- 2013. ESCP Europe. Negotiations agricoles EU-Mercosul. Paris.
- 2013. University of Southern California. Newnegotiation, new mindset in Negotiation. Los Angeles
- 2012. Tribunal de Conta da União. Gestão de conflitos na administração pública. Rio de Janeiro
- 2012. INCRA. Negociação ambiental: processo e gestão de risco ambiental. Brasília
- 2012. White Martins/Praxair. Negociação para vendas. Joinville.
- 2012. HSM Expo Management. New trends in Negotiation pedagogy. São Paulo.
- 2011. Lactec. Information technology solutions for conflict resolution in sales and procurement. Porto Alegre.
- 2011. Inpare. Education and Reduction of violence with consensus building. São Paulo/
- 2010. Cornell University. Newnegotiation tool to deal with cross cultural challenges.
- 2009. University of Southern Florida. Dealing with Cognitive element in Newnegotiation.
- 2009. Thunderbird University. Doing business in Brazil: How to negotiation with Brazilians.
- 2009 Conselho Nacional de Justiça. Mecanismos alternativos de resolução de conflitos.
- 2009. Odebrecht. Managing Negotiation and Conflict Resolution in Project Management. Vitoria.
- 2009. Modern Negotiation with Information Technology Support. TEC Monterrey.
- 2009. Negociação with Information Technology Support. Universidade Federal do Rio de Janeiro COPPE & Ministry of Plan. Brasilia
- (18 Nov. 2008) Negociação para prefeituras, Goiás.
- (16 Nov. 2008) Negociação Empresarial, AmBev - Belo Horizonte.
- (25 Out. 2008) Negociações complexas entre múltiplas partes com técnica de criação de consenso, Petrobras - Rio de Janeiro.
- (24 Set. 2008) Negociação trabalhista e solução para limitar o turnover, Camara de comercio e de Indústria França Brasil.
- (4 Set. 2008) Como negociar orçamentos, VI Semana de Administração e Contabilidade da Universidade do Estado do Rio de Janeiro.
- (28 Ago. 2008) Negociações internacionais : Como superar as barreiras culturais, Cornell University.
- (23 Abr. 2008) Cooperação China-Brasil, Tonji University.
- (10 Abr. 2008) Negociações cognitivas e gestão das emoções destrutivas, Rennes.
- (Mar. 2008) FGV Management - Habiliade para ser tornar um negociador de elite.

- (21 Nov. 2007) Negociações comerciais para diretor de venda ou de compra, ESCP-EAP, Paris.
- (7 Nov. 2007) Habilidades e técnicas para se tornar um negociador eficiente, Palestra Expo-Management.
- (5 Jun. 2007) Managing public disputes and environmental issues, University of Southern California.
- (28 Mai. 2007) Negociação táticas com inteligência e gestão de crise, Escola Superior Naval.
- (16 Abr. 2007) Negociação e resolução de disputas públicas, Banco Central do Brasil.
- (14 Fev. 2007) Mediação e proteção de crianças em situação de risco, Seminário FGV EBAPE-BID-Harvard Q Project.
- (Abr. 2007) University of Southern California, Academic Cooperation with Brazil and FGV EBAPE.
- (11 Out. 2006) Presidente do Senado da França e Presidência da OMC, Evolutions des négociations agricoles de l'OMC et nouveaux instruments de gestion des négociations complexes.
- (23 Nov. 2006) Séminario "Personalité d'avenir", Embeixada da França-Congresso Brasileiro-UFRJ: Processos de negociações complexas para resolver disputas publicas.
- (5 Nov. 2006) Inpare.
- (10 Mai. 2006) Négociations Europe - Mercosul: Comment sortir de l'impasse, Conférence CERALE. Ecole Supérieure de Commerce de Paris.
- (25 Abr. 2006) Techniques de négociations de ventes, Ecole Supérieure de Commerce de Paris.
- (14 Mar. 2006) Gestion de négociations commerciales internationales, Ecole Supérieure de Commerce de Paris.
- (10 Dez. 2005) Stratégies et développement international des entreprises françaises au Brésil: Regards croisés, Ecole Supérieure de Commerce de Paris.
- (18 Nov. 2005) Cross cultural negotiations: What is universal and singular in the management process, 2nd International Biennial of Negotiation. Negocia.
- (15 Nov. 2005) Teaching negotiation through the matrix on complex negotiation and the Program on Complex Negotiation, New trends in negotiation teaching : Towards a transatlantic network. Program on Negotiation at Harvard Law School & ESSEC IERENE.
- (11 Nov. 2005) O governo federal e a negociação com os atores ligados ao meio ambiente, Conferência INCRA.
- (Sep. 2005) Comparative Studies in Public Conflict Resolution. International Conference of the Korea Development Institute School of Public Policies and Management, Seoul, Korea.
- (10 Mai. 2005) Estratégias de competitividade para as negociações Brasil India, II Seminário Fazendo Negócios com a Índia - Câmara Índia-Brasil.
- (20 Abr. 2005) The Matrix of Complex Negotiation, Ecole Supérieure de Commerce de Paris.
- (1 Fev. 2005) Trade and joint ventures facilitation between India and Brazil, Chamber of Commerce of Mumbai.

- (15 Jan. 2005) Consensus Building and complex negotiations, Bajaj Institute - University of Mumbai.
- (10 Jan. 2005) Partenariats internationaux et échanges, Ecole Supérieure de Commerce de Paris.
- (7 Jan. 2005) Matrice de négociations complexes: Contexte de disputes publiques, Ecole Normale Supérieure.
- (6 Dez. 2004) Managing Complex Negotiations in Brazil, Harvard University. Program on Negotiation.
- (16 Jun. 2004) Gestion des négociations complexes au Brésil : Cas des réformes, ESSEC - Université de la Sorbonne - Institut des Hautes Études d'Amérique Latine.
- (23 Abr. 2004) Técnica de negociação para gestão de crise e de conversas difíceis, Governo do Estado de Acre - Secretária de Justiça e de Segurança Pública/Polícia civil.
- (16 Abr. 2004) Comment une bonne gestion des négociations accompagne le mouvement de réformes au Brésil, ESSEC - Institut de Recherche et d'Enseignement sur la Négociation en Europe.
- (12 Abr. 2003) Gestion des Disputes publique dans le cadre des Réformes, ENS Cachan - Groupe d'Analyse des Politiques Publiques.
- (Nov. 2003) Processo de negociação na indústria do petróleo, ABGA - FIRJAN.
- (4 Nov. 2003) Negociações complexas. Expo Management.
- (Out. 2003) Negociação e Gestão de Conflito na Iniciativa Privada e no Governo, Consensus Building Institute e Programa de Negociação e Gestão de Conflito (PNGC) da FGV. Bolsa de valores do Rio de Janeiro.
- (23 Set. 2003) Accelerating the pace for EU-Mercosur agreement : Civil society participation, IEP Paris Working Group Trade Negotiation EU - Mercosur.
- (2003) Técnica de criação de consenso, ESC Rennes.
- (2003) Mediação na Escola, MEC-UNESCO.

D) Thesis and Academic Specialization.

Speciality for Maître de Conférence in “Strategic Decision Management and Information System Management”: • Duzert, Yann (2001), La dynamique de la médiation dans la gestion cognitive des systèmes d'information en réseau. Thèse de Doctorat d'Etat, Edition ENS-Cachan.

Award of Best Professor of FGV Law School. June 11th 2015.

E) Online Products and University branding through broadcasting in Media.

- Duzert Y (2016). “Eleições americanas”. Radio Nacional CBN. 15th of October.
- Duzert Y (2016). “Eleições americanas: Hillary vs Trump”. Jornal Estadão de São Paulo. October 15th.
- Duzert Y (2016). “Newgotiation no contexto das eleições americanas”. CBN Radio. September 18th
- Duzert Y (2016). “Les jeux olympiques terminés, l'inquiétude gagne de nouveau les habitants de Rio de Janeiro.” TV Itélé Paris. August 25th
- Duzert Y (2016). “Sem risco zero para o terrorismo”. Jornal O Dia. August 10th.
- Duzert Y (2016). “Ministério de Defesa diz que 500 mil pessoas são suspeitas de terrorismo nos JO.” Jornal O Dia. August 5th.
- Duzert Y (2016). Gestão de crise no Brasil e na França. Radio Sputnik Russia. July

15th.

Duzert Y (2016). Gestão da identidade, gestão de crise, negociação tática: Como lidar com Estado Islâmico. Radio CBN. July 15th.

Duzert Y (2016). Anti-terrorismo e gestão de risco. Jornal Valor Econômico. Julho 5th.

Duzert Y (2016). O Brexit e as consequências. Radio Sputnik Russia. June 29th.

Duzert Y. (2016). Como entender o Brexit. Band News FM. June 28th.

Duzert Y (2016). Sob a sombra do medo, após os atentados nos USA e gestão de crise com Newgotiation. Folha de Londrina. June 26th

Duzert Y (2016). Entende a decisão britânica de deixar a união europeia com Brexit. Jornal Zero Hora. June 26th

Duzert Y (2016). Duvidas e Incerteza sobre o Brexit. Revista Veja. June 25th

Duzert Y. Massacre do Orlando e os seus impactos. Diário de Pernambuco Jornal.

Duzert Y (2016). La bolsa brasileira cai. Pero los expertos ven impactos positivos. El País. June 25th

Duzert Y (2016). Análise do Brexit, o fim de uma era. Istoé. June 25th. June 25th.

Duzert Y (2016). Impacto do massacre de Orlando nas eleições americanas. TV Estadão. June 19th.

Duzert Y (2016). A esquerda foi traída, análise da crise na França e no Brasil. Revista Brasileiros. June 17th.

Duzert Y (2016). Massacre de Orlando e gestão de crise. Jornal do Brasil. June 16th.

Duzert Y (2016). Conflito de interesse e Lobby nos Estados Unidos. TV Globo News. June 15th.

Duzert Y (2016). Como massacre em Orlando pode afetar jogos olímpico. Jornal de Brasília. June 14th.

Duzert Y (2016). Ataque de boate gay revela diferença entre Trump e Hillary. Jornal Correio brasiliense. June 14th.

Duzert Y (2016). Eleições americanas: Newgotiation e jeito antigo de negociar. TV Globo. June 8th.

Duzert Y (2016). Eleições americanas : Old school negotiation vs Newgotiation. Jovem Pan Radio. June 6th.

Duzert Y (2016). UNHCR Refugees from Syria. Sputnik Radio Russia. April 8th.

Duzert Y (2016). Como Bélgica se tornou criadora de terrorismo. Revista Exame. March 30th.

Duzert Y (2016). Terrorism in Belgium: How to prevent risks. Radio Web. March 24th

Duzert Y (2016). Terrorist attack in Belgium. Record News. March 23rd

Duzert Y (2016). American Elections. Sputnik Radio Russia. March 10th

Duzert Y (2016). Eleição Americana: perfil de negociador de Donald Trump. Exame Magazine. March 3rd.

Duzert Y (2016). Negociações ambientais e Real Estate. TVE. January 17th.

Duzert Y (2016). Crise na França. Radio Sputnik Russia. January 19th.

Duzert Y (2016). Negociação nuclear com Irã. TV Globo News. January 17th

Duzert Y (2016). Terrorist attack in Istanbul: Conflict resolution in the Middle East. TV Globo News. January 14th.

Duzert Y (2016). Negotiation with North Korea. Sputnik Radio Russia. Janeiro 8th.

Duzert Y (2015). COP 21 and Environmental negotiations". Sputnik Radio Russia. December 18th.

Duzert Y (2015). COP 21, impacts. TV Brasil. December 17th.

Duzert Y (2015). Elections in France et Gestion de Crise. Sputnik Radio Russia.

December 10th.

Duzert Y (2015). Negociações COP21. Radio Nacional EBC. December 10th.

Duzert Y (2015). Economia Positiva e Newgotiation. Radio CBN. December 7th.

Duzert Y (2015). COP21 Negotiations environnementales. Radio Sputnik Russia. October 7th.

Duzert Y (2015). COP21 desafios e implementação. Universo Online. UOL. December 6th.

Duzert Y (2015). Modernidade da Newgotiation. Radio Nacional. December 5th.

Duzert Y (2015). Negociações COP21 Paris. Exame Magazine. December 3th.

Duzert Y (2015). Les attentats de Paris: Gestion de Crise. TV Globo News. November 26th.

Duzert Y (2015). L'Etat d'urgence en France et ses conséquences. TV GloboNews. November 25th.

Duzert Y (2015). Conversa Publica. Risco de terrorismo. TV MEC. November 25TH.

Duzert Y (2015). Risque de terrorisme pour les JO de Rio de Janeiro. Radio CBN National. November 25th.

• Duzert Y (2015) Comment lutter contre le terrorisme. Radio Manchete. November 19th.

• Duzert. (2015). Pacificadores e Terrorismo. CBN National Radio. November 18th.

• Duzert Y. (2015). Attentats de Paris. Gestion de Crise. TV Globo News. November 18th

• Duzert Y (2015). Negotiation China-Brasil. CCTV News China. June 14th/

• Duzert Y (2015). "Mudança de paradigma em negociação, o síndrome Kodak" CBN.

• Duzert Y (2015). "Newgotiation : The revolutionary change from Negotiation to Newgotiation. O Globo.

• Duzert Yann & Frank Zerunyan (2015) : Online course Newgotiation for Public Leaders. USC/Newgotiation Publishing Technopedagogy.

• Duzert Yann (2014) : Academic Online course Newgotiation. USC/Newgotiations Publishings.

• Duzert Yann (2014) : Organizer of the Guerreiro Ramos Academic Seminar USC/FGV.

• Duzert Yann (2009-2015): senior contributor CCTV News China (Watched by 200 million viewers in 100 countries).

• Duzert Yann (2012-2015) : Coordinator of the Doctorate in Business Administration FGV/ESCR.

• Duzert Yann (2013-2014) : Coordinator of the MBA Global Premium of FGV IDE

• Duzert Yann (2001-2011) : Coordinator of the Master of International Management FGV.

• Duzert Yann (2011): Organizador do seminário Negociação para setor public. FGV

• Duzert Yann (2010). Negociação para Técnico. FGV Online

• Duzert, Yann (2009), "DVD Negociações Empresariais". FGV Online

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Rio". Gazeta Mercantil, 24 Setembro.

G) Pedagogic research and academic innovation achievements.

Prof Yann Duzert is a permanent professor at FGV.
Coordinator of the Master in International at FGV EBAPE
Coordinator of the Post Graduate courses of Negotiation at FGV LAW SCHOOL
Coordinator of the Post MBA in Negotiation at FGV IDE
Coordinator of the Doctorate in Business Administration FGV IDE/ESCR
Coordinator of Academic Research Projects FGV DINT/University of Southern California
Visiting professor at University of Southern California.
Inventor of Newgotiation academic theory and practice.
Creator of FGV Online courses Tecnologo for 50,000 undergraduates
Creator of the Distance learning course "Aprendiz Legal" for 400,000 FGV/FRM apprentices
Creator of the Public Disputes Course Online FGV for 50,000 graduate students.
Director of the FGV/UERJ/UFRJ Programa de Negociação Complexas with 60 professors of Negotiation.
Affiliate professor at ESC Rennes
Visiting professor at ESCP Europe
Post doctoral academic research fellow at the MIT-Harvard Public Disputes Program.
After teaching from 2001 and 2015, Professor Yann Duzert has a rating of 9.85/10 by all cohorts of academic students and executive students. Elected best academic professor of the Doctorate of Business Administration of FGV/ESCR with a grade of 9.9/10 in 2014.
ACADEMIC UNDERGRADUATE PROGRAM AT EBAPE/FGV:
• Gestão de conflitos e negociação
ACADEMIC UNDERGRADUATE PROGRAM AT FGV DIREITO:
• Gestão de conflitos e negociação
GRADUATE PROGRAM AT FGV DIREITO RIO AND GV LAW SAO PAULO
• Gestão de negociações complexas
ACADEMIC GRADUATE PROGRAM STRICTO-SENSU AT EBAPE/FGV:
Mestrado Executivo em Gestão Empresarial and Executive Master in Business Administration:
• Gestão de negociações e conflitos (2003-2005)
• Managing complex negotiation (2003-2008)
Mestrado em Administração Pública e Doutorado em Administração:
• Gestão de disputas públicas e negociações complexas (2003-2008)
GRADUATE PROGRAM LATO-SENSU AT FGV:
MBA Team Management:
• Gestão de conflitos e negociação (2003-2005)
MBA Executivo da Escola de Comando e Estado Maior do Exército (ECEME):
• Gestão de negociações e de crise (2004 - atual)
MBA Gestão Empresarial
• Gestão de negociações comerciais (2003-2005)
MBA Poder Judiciário Fortaleza e EMERJ:
• Mediação penal e justiça restaurativa. Negociações complexas (2008)
MBA Ministério de Trabalho em Florianópolis (2013):

- Negociações trabalhistas e mediação empresarial
MBA Gestão Empresarial (2006-2015)
- Newgotiation for business negotiations.
DBA FGV/ESCR (2012-2015)
- Cross cultural negotiation.
PÓS MBA de Negociações avançadas em Rio de Janeiro e Porto Alegre (2005-2015):
- Negociações comerciais para ganhos mútuos
- Como lidar com conflitos e emoções destrutivas
- SEMANA EMPRESARIAL EXECUTIVE EDUCATION FGV
- Advanced Corporate Negotiation
- Team Management
- ACADEMIC GRADUATE PROGRAM AT FGV DIREITO LAW SCHOOL Rio de Janeiro and São Paulo
- Mestrado do Poder Judiciário (2002-2006)
- Gestão de negociações complexas for judges
Lawyering (2014-2015)
- Gestão de negociações e resolução de conflitos for lawyers (2001-2015)

H) University Executive Education and University Corporate Scholar Consulting.

Prof Yann Duzert has an extensive working experience in Europe, Asia, North and South America with public and private organizations.

- Director of publishing and subsidies for French Book for the French Embassy in Brazil (1995).
- Director of the International Center for Distance Education in Brazil in partnership with the Ministry of Education CNED of France (1997).
- Strategic consulting for Ferragamo (2000).
- Marketing survey for Supersport (2001).
- International Development Planning for FGV (2002).
- Training and consulting for GEAP Heath Insurance (2003).
- Training and consulting for SEDES - Presidência da Republica: Negotiations for Tax Reform, Pension Reform, Labor Reform, Pluriannual Plan.
- Training e coaching for the cabinet of Acre State Governor (2004).
- Member of the EU-Mercosul Trade negotiation Group, sponsored by the EU Trade Commission/Itamaraty/IEP Paris.
- CEO Temperance Academy (2007-2015).
- Consulting for the World Bank / International Finance Corporation (IFC) in cooperation with the MIT-Harvard Public Disputes Program / Consensus Building Institute.
- Training e coaching para a Monsanto (2004).
- Consulting for the MIT-Harvard PDP/CBI/ WTO President of agriculture negotiations (2004).
- Training and consulting for Hewlett Packard Europe directors of procurement (2005).
- Training and coaching for Promom (2005).
- Director of the inter-university consortium (UFRJ, USP, UERJ, FGV Direito, FGV IBRE) Program on Complex Negotiations based at FGV EBAPE.
- Coordinator of the Executive Master in Business Administration at FGV EBAPE

(2005).

- Training and coaching for Sanofi Aventis França (2005).
- Coaching for Federal and State Judges, Appeal Court Judges, Generals, Admirals of the Superior School of War.
- Facilitation work for the ONG The Sustainability Challenge Foundation - Presidência da Republica do Mozambique (2005).
- Facilitator of partnership between Gilberto Gil's Gege Produções and Quincy Jones Productions.
- Associate producer with Quincy Jones.
- Negotiator for Gege Produções and Platinum Rye on music artists such as Shakira, Phil Collins and 50cents.
- Associate partner of John Casablancas on negotiation in the Elite fashion industry.
- Training for ONG Viva Rio along with the Consensus Building Institute (MIT Harvard Public Dispute Program) and the US Consulate.
- Consulting in risk management for Endemol/TV Globo along with Geos (2006).
- Consulting in advanced complex negotiation for the Véolia CEOs of 30 countries.
- Author of the Advanced negotiation course of FGV Online for Banco do Brasil and Banco Central.
- Author of the FGV Online negotiation course for technological undergraduate program.
- Visiting professor da Ecole Nationale des Arts et Métiers-GRID.
- Affiliate professor da ESC Rennes.
- Keynote speaker at Harvard Program on Negotiation . Visiting professor na Ecole Supérieure de Commerce de Paris (2006).
- Training e coaching for the Banco Central do Brasil.
- Coordinator of the FGV Pós MBA Negociações Complexas.
- Coordenador of the Executive Education Programa FGV Semana Empresarial.
- Training and coaching for the Brazilian Ministry of Foreign Trade.
- Award "Outstanding Professor of the Year".
- Award among "100 Melhores Palestrantes do Brasil".
- Training in advanced negotiations and coaching for White Martins.
- Chairman of Newgotiation Inc.
- From 2005 until 2016, trained with his team more than 1 million academic students and executives around the world: Vale, Embraer, Ambev Budweiser, Gerdau, Governor of Acre, Fundação Roberto Marinho Aprendiz Legal, Centro de Integração Estudante Escola CIEE, Alphaville, Localiza, Eletrobras, Petrobras, Vale, EDF, Escola Superior de Guerra, Superior School of Navy, Queiroz Glavão, Odebrecht, Escola Superior de Magistratura, Procuradoria da Fazenda, Bradesco, Siemens, Sony, Mistui Group. Thyssenkrupp, Alphaville.

I) Hobbies:

- Music: Associate Producer of Quincy Jones for Music Documentary
- NGO World Forum for Children with Quincy Jones/Harvard Q Project
- Scriptwriter of the “Modern art of Happiness” with Downtown Productions.
- Tennis Player. Former Regional Champion. Level First Series/Pro-Am tournaments.
- Golf Player Hcp 12

- Swimming
- Cooking (Asian Flavors, French Cuisine)
- Reading (Hermann Hesse, Diderot, Kawabata...)
- Speaks fluent French, English, German, Portuguese, Spanish. Fair level in Russian, Chinese, Latin and Italian.