



Join us for an engaging session with Kasia Jagodzinska, author of the *Financial Times Guide to High Impact Negotiation*. We discuss the negotiation process, how Kasia's multicultural training served her in international negotiations at the United Nations, and the influence of psychology on negotiations. Kasia considers various negotiation strategies, including the Harvard Win/Win teaching and the FBI's strategies for crisis negotiations, and observations on new technology.

As an associate professor in negotiations at the University of Neuchatel, and senior trainer at the Schraner Negotiation Institute, Kasia is recognized as a national expert to the European Parliament on cross-border mediations and served as a senior advisor to the United Nations in Geneva. She is the author of several books on self-empowerment in high-stakes negotiations, including *Negotiation Booster*.

[Listen to "High Impact Negotiation ft. Kasia Jagodzinska of the Schraner Negotiation Institute" on Spreaker.](#)

Find us where you get your podcasts



Contributors



David T. Biderman

Partner

DBiderman@perkinscoie.com [310.788.3220](tel:310.788.3220)



Jasmine Wetherell

Partner

JWetherell@perkinscoie.com [310.788.3294](tel:310.788.3294)

Explore more in

[Food & Beverage](#) [Food & Consumer Packaged Goods Litigation](#) [Retail & Consumer Products](#)
Podcast series

The Persuasion Occasion

Hosted by Perkins Coie Consumer Products and Service litigators David Biderman and Jasmine Wetherell, each episode features a conversation with noted professionals about achieving success in disputes and negotiations.

[View the series](#)