



ADRIAN BORBELY

MEDIATOR, NEGOTIATION EXPERT

CURRENT SITUATION

09/2017 (current): Mediator, executive coach in negotiation (contract / management / conflict), and trainer in negotiation, conflict management and mediation
Founder of *Négocier – Résoudre – Initier – Accompagner* (NRIA)

PAST PROFESSIONAL EXPERIENCE

09/2011 – 06/2017: **Assistant Professor in International Negotiations, IÉSEG School of Management (Paris)**

Research, teaching and program coordination

09/2007 – 08/2011: **Research and Teaching Assistant, ESSEC-IRENE (Institute for Research and Education on Negotiation)**

01/2006 – 08/2007: **Consultant in mediation, Centre for Mediation and Arbitration of Paris**

01/2004 – 12/2004: **Research Assistant, Indiana Conflict Resolution Institute (ICRI)**

09/2002 – 09/2003: **Paralegal, Duclos Thorne Mollet Vieville et Associés Law Firm, Paris**

EDUCATION

Dec. 2012: **PhD in Management, ESSEC Business School, Paris**
Dissertation topic: Managers in dispute and use of alternative dispute resolution in France, with honors and Jury Congratulations

Dec. 2004: **Master's Degree in Public Affairs, specialized in Conflict Management, School of Public and Environmental Affairs (SPEA), Indiana University Bloomington, USA**

June 2002: **Master's Degree in Law, specialized in Litigation, Arbitration and Alternative Dispute Resolution, Paris II Panthéon – Assas University**

June 2001: **Masters in Legal Translation French – English**
Catholic Institute of Paris, France

June 1999: **Bachelors in Public Law**
University Paris XI Jean-Monnet, Sceaux, France

TEACHING EXPERIENCE (SINCE 2007)

Negotiation Skills – Complex Negotiations – Mediation – Dispute Management
Teambuilding – Soft Skills – Decision Making – Negotiation for lawyers

Schools:	IÉSEG, French National School of Administration (ENA), ESSEC Business School, Cranfield School of Management, École Centrale Paris, Institut National d'Études Territoriales (INET), Cyprus International Institute of Management (CIIM)
Continuing education:	French National School of Administration (ENA), ESSEC Executive Education, IÉSEG Executive Education, Center for Permanent Education – University Paris I La Sorbonne
On-the-job (public):	European Commission, French Minister of Foreign Affairs, Regional Authority of Ile de France (Paris Region), City of Saint-Etienne and Lille
On-the-job (private):	Mr. Bricolage, SUEZ Environment, SPIE Batignolles, Crown Europe, Delphi, NESPRESSO, Hellenic Bank of Cyprus

PUBLISHED CASE STUDIES AND SIMULATIONS

Borbély, A., Marco-Cuevas J. & Speakman I. (2016). *Principled negotiation and value creation in aircraft deals: Airbus – Icarus Airways*, published at the Case Center (www.thecasecentre.org) under reference 316-0009-1 (teaching note 316-0009-8)

Borbély, A. (2014). *Negotiations, Ryanair-Style*, published at the Case Center (www.thecasecentre.org) under reference 314-293-1 (teaching note 314-293-8).

PROFESSIONAL EXPERIENCE IN CONFLICT MANAGEMENT

Training and experience in mediation:

- Member of the *Académie de la Médiation*, think tank on the promotion of business mediation in France (2008-...)
- Mediator to the *Centre de Médiation Culture* (2013-2016) and the *Espace d'Accès à la Médiation de Droits d'Urgence* (2007-2012)
- Trained in commercial mediation, Center for Mediation and Arbitration of Paris (2006)
- Trained in civil mediation and public meeting facilitation, IUPUI Law School, Indianapolis, IN, USA (2004)
- Trained in juvenile restorative mediation, Bloomington Community Justice & Mediation Center, IN, USA (2004)

LANGUAGE SKILLS

French: Native Language
German: Limited professional skills

English: Bilingual
Turkish: Notions

ACADEMIC PUBLICATIONS

Borbély A. & Caputo A. (2017). *The Organization as Negotiator*. In Honeyman C. & Schneider A. K. *The Negotiator's Desk Reference*. Washington, DC: American Bar Association

Borbély A. & Ohana J. (2017). *The Negotiator's Mindset's Impact on Negotiation's Three Dimensions*. In Honeyman C. & Schneider A. K. *The Negotiator's Desk Reference*. Washington, DC: American Bar Association

Borbély A. & Caputo A. (2017). *Approaching Negotiation at the Organizational Level*, *Negotiation and Conflict Management Research*, 10(4), 306-323

Borbély A. & Matz D. (2017). *How to Learn About Negotiation from Full Length Descriptions of Real Events*, *Journal of Dispute Resolution (University of Missouri School of Law)*

Borbély A., Ebner N., Honeyman C., Kaufman S. & Schneider A. K. (2017). *A "Grand" Unified Negotiation Theory . . . in Context*, *Journal of Dispute Resolution (University of Missouri School of Law)*

Borbély A. (2015). *Un regard critique sur la médiation inter-entreprises en France*. In Blohorn-Brenneur B. & Cecchi Dimeglio P, *Regards croisés sur les modes alternatifs de règlement de conflit*. Bruxelles ; Bruylant et Larcier

Borbély A. (2014). *Gestion des conflits et droit : les défis posés par les modes négociés*. In Strubel X. & Deharo G. (Eds.), *Penser les relations du droit et des sciences de gestion. Quelle formation juridique pour les managers du XXIe siècle ?* Dalloz, Paris, 123-134

Borbély A. (2011). *Consideration for ADR and managers' involvement in disputes: are management students well-prepared to handle dispute resolution?* *Revue d'Arbitrage et de Médiation / Journal of Arbitration and Mediation*, 2(1), 51-77

Borbély A. (2011). *Agency in conflict resolution as a manager-lawyer issue: theory and implications for research*. *Negotiation and Conflict Management Research*, 4(2), 129-144

Borbély A. (2010). *Le développement de la médiation – résolution de conflits face au carcan des disciplines académiques*. In Aghababaie M., Bonjour A., Clerc A., & Rauscher G. (Ed.). *Usages et enjeux des dispositifs de médiation*. Nancy ; Presses Universitaires de Nancy, 133-144