



Natalie Reynolds was the Founder of the globally respected negotiation firm advantageSPRING and is the author of bestselling book 'We Have a Deal' and Honorary Visiting Professor of Negotiation at Bayes Business School. Natalie has worked with many of the world's leading companies, business schools, governments and NGO's including the United Nations, and also has a reputation as one of the leading voices globally on diversity and negotiation. Natalie is currently Managing Director at the Accenture Negotiation Centre of Excellence.

- Described as 'a leading expert in negotiation' in Forbes magazine
- Creator of the **award-winning DEALS™ negotiation method** taught in business schools, and corporate environments worldwide
- Bays Business School appointed Natalie as an **Honorary Visiting Professor** in recognition of her work on negotiation
- In-demand speaker appearing at conferences and events and regularly interviewed in the press and on TV in Europe and the US
- Natalie's bestselling book '**We Have a Deal: How to Negotiate with Intelligence, Flexibility and Power**' was shortlisted for the CMI Management Book of the Year 2017
- Natalie is the Founder of **The Make Your Ask Project**, a global initiative to empower One Million Women in partnership with charities worldwide
- Natalie advocates passionately for a 'new approach' to deal making that moves away from bullying, aggression and tough talk.
- Advisor to the United Nations on negotiation

Natalie delivered brilliant masterclasses for our teams in the UK and the US. She was really engaging and the response from staff has been excellent. We are seeing the commercial impact already.

Claire Pettitt, International Operations, Bumble

We have benefitted hugely from Natalie's expertise and insight into negotiation. She takes what can be a 'dry' subject and makes it exciting, inspiring and empowering.

Anna Falth, Head of Gender Projects, United Nations

Natalie captivated everyone in the auditorium, which was packed, delivering a masterclass that was entertaining, insightful and relevant to all levels. She breathes new life into the topic of negotiation and would be an asset to any event.

Christie Fidura, EMEA Director, Salesforce

We have booked Natalie numerous times to deliver keynote speeches and masterclasses and she delivers every single time. Highly recommended to inspire and educate at all levels.

Yvonne Smythe, Head of D&I, Hays