



John Shulman

John G. Shulman is an experienced attorney, negotiator, and public speaker skilled in the art and science of interest-based negotiation. John is the founding principal of Alignor, formed to assist organizations implementing an interest-based approach to negotiation, strategy development, and decision-making.

John has negotiated in over 40 countries and has conducted seminars and workshops for thousands of commercial real estate professionals and business leaders in interest-based approaches to negotiation, sales, leadership and decision-making. He authored the 3-step negotiation process adopted as a best practice by the CCIM Institute, and he has developed and delivered numerous negotiation workshops for CCIM.

With an A.B. in English from Harvard College and a J.D. from Harvard Law School, John trained with leaders in the negotiation field.

He co-wrote and directed the critically acclaimed human rights movie *JUSTICE* and the soon-to-be released political thriller, *Domestics*. He has written numerous novels, works of nonfiction, and books on negotiation. John played professional soccer in Asia.