



**Program on  
Negotiation**  
at Harvard Law School

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**The Program on Negotiation Honors  
Business Leader Bruce Wasserstein as the 2007 Great Negotiator**

*Consummate Dealmaker and Global Business Leader is the 7<sup>th</sup> Recipient of the Great Negotiator Award Presented by the Program on Negotiation at Harvard Law School*

CAMBRIDGE, MA (April 18, 2007)— **The Program on Negotiation at Harvard Law School** will be presenting the **2007 Great Negotiator Award** on April 23, to **Bruce Wasserstein**, Chairman and CEO of Lazard, an international financial advisory and asset management firm. Wasserstein was selected in August 2006 to receive the Award by the Executive Committee of the Program on Negotiation, a network of faculty and scholars dedicated to developing the theory and practice of negotiation and dispute resolution from Harvard University, Massachusetts Institute of Technology, Tufts University and other Boston-area schools. He will participate in a full day of activities with Program on Negotiation faculty and students on April 23, 2007, which will conclude with a dinner reception in his honor that evening.

Wasserstein, a graduate of Harvard Business School and Harvard Law School, has more than 30 years of negotiation and deal-making experience in the investment banking and the mergers and acquisitions industry. Since the 1980s, he has been involved with more than a thousand transactions worth hundreds of billions of dollars. Starting his career as an attorney with Cravath, Swaine & Moore, he later became co-head of investment banking at First Boston Corporation. He subsequently formed the investment bank boutique Wasserstein Perella & Co., which he sold in 2000 to Germany's Dresdner Bank.

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He served as Executive Chairman at Dresdner Kleinwort Wasserstein before becoming head of Lazard in January 2002. Wasserstein is also Chairman of Wasserstein & Co., LP, a private equity and investment firm. One of the firm's most notable acquisitions was *New York Magazine* in 2004.

Wasserstein is the author of four books: *The Closed Enterprise System: Ralph Nader's Study Group on Antitrust Enforcement*; *With Justice for Some: An Indictment of the Law by Young Advocates*; *Corporate Finance Law*; and *Big Deal: The Battle for the Control of America's Leading Corporations* (and the second edition: *Big Deal: Mergers and Acquisitions in the Digital Age*).

"All of us at the Program on Negotiation, faculty and students alike, have much to learn from Bruce Wasserstein about the art and science of negotiating deals. We are delighted to honor him, and look forward to what will be a most stimulating event," said Robert Mnookin, Chair of the Program on Negotiation.

The Great Negotiator Award was created seven years ago by the Program on Negotiation to recognize an individual whose lifetime achievements in the field of negotiation and dispute resolution have had a significant and lasting impact. With the exception of 2006 when an award was not presented, past recipients of the Great Negotiator Award include: Sadako Ogata, former United Nations high commissioner for refugees (2005); Richard Holbrooke, former United States ambassador to the United Nations (2004); Stuart Eizenstat, former U.S. ambassador to the European Union (2003); Ambassador Lakhdar Brahimi, the United Nations' special envoy for Afghanistan (2002); Charlene Barshefsky, U.S. trade representative in the second Clinton administration (2001); and former U.S. Senator George Mitchell for his work in Northern Ireland (2000).

Wasserstein will be honored by members of the Harvard community and invited guests on April 23 at the Fogg Art Museum. Prior to the evening reception, he will participate

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in a special private session with Harvard Business School students and Harvard Law School students who have been studying significant business deals managed by Wasserstein as part of a course called “Deal Setup, Design & Implementation.” The course is co-taught by two members of the Program on Negotiation Executive Committee, James Sebenius, the Gordon Donaldson Professor of Business Administration at Harvard Business School, and Guhan Subramanian, the Joseph Flom Professor of Law and Business at the Harvard Law School.

There will also be a discussion with Wasserstein, which is open to the entire Harvard community, Monday afternoon, April 23, at Harvard Law School. The discussion with Wasserstein is sponsored by the Program on Negotiation and the *Harvard Negotiation Law Review*.

### **About the Program on Negotiation**

The Program on Negotiation at Harvard Law School (PON) is a world-renowned research center committed to improving the theory and practice of negotiation and dispute resolution. As a consortium of faculty, students and staff from Harvard University, Massachusetts Institute of Technology, Tufts University and other Boston area universities, PON draws from many disciplines, including law, business, government, psychology, economics, anthropology and education. PON presents lectures, discussions, classes, and conferences in addition to producing books, periodicals and training materials that feature the research and achievements of scholars and practitioners. For more information, please visit [www.pon.harvard.edu](http://www.pon.harvard.edu).

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