

PROF. SETH FREEMAN, J.D.
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TEACHING AFFILIATIONS

New York University Stern Graduate School of Business Adjunct Professor of Management & Organization Courses include: Collaboration, Conflict & Negotiation; Advanced Negotiation; Negotiating Complex Transactions (with Law School) NYU Stern Executive Education Negotiation trainings; NYU Stern EMBA	Since 2000
Columbia University School of International and Public Affairs Adjunct Professor (Principal course: Negotiation & Conflict Resolution)	Since Fall 2002
GEC Academy http://www.gecacademy.net/ Adjunct Professor (Principal course: Business Negotiation)	Since 2018
Columbia University Business School Adjunct Professor (Principal course: Managerial Negotiation)	1997- 2017
Zhongshan University EMBA Program, Guangzhou, China Visiting Professor of International Business Negotiation	2003-2009

LEGAL EXPERIENCE

Private practice in corporate law with major New York firms	1985-1991
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EDUCATION

Cornell University - B.A., Economics	1981
University of Pennsylvania Law School - J.D.	1984
Admitted to New York State Bar	1985

BOOKS and VIDEO SERIES

<i>15 Tools to Turn the Tide: A Step by Step Playbook for Empowered Negotiating</i> (published by HarperCollins)	May 2023
Great Courses™ video course, <i>The Art of Negotiating the Best Deal</i> – a top-rated best seller	May 2014

PUBLICATIONS, RATINGS and AWARDS

Top Five Best Teachers Award Columbia University School of International & Public Affairs	2018
One of the highest-rated professors at NYU Stern School of Business	2015-present
GEC Academy Best Professor Award, Beijing, China,	Summer 2020
-“Bridging the Gaps: How Cross-Disciplinary Training with MBAs Can Improve Transactional Education” Vol. XIII No. 1 Fordham Journal of Corporate and Financial Law	January 2008
-Several op-ed pieces in Christian Science Monitor, USA Today, NY Times, Huffington Post	since 2008

TRAINING & CONSULTING WORK

Clients include: MasterCard, Pepsi, Wilmer Cutler, J.Crew, KPMG, GLG Research,
JP MorganChase, other Fortune 500 firms, New York City Board of Education
United Nations (through International Peace Institute) World Economic Forum,
Beijing University, Acumen Fund

Since 1997

SELECTED MEDIA INTERVIEWS ON NEGOTIATION

FastCompany

June 2023

US News & World Report

March 2017

New York Times

January 2013

Washington Post

September 2017