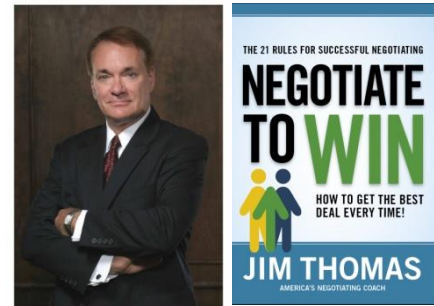


## James C. Thomas, Jr.



**Jim Thomas** is a Washington, D.C. attorney, author, speaker, trainer, and one of the most acclaimed and respected negotiators in the United States.

Mr. Thomas has specialized in negotiation for most of his 35-year law practice. His negotiating experience encompasses mergers and acquisitions, domestic and international business transactions, arms control, the environment, trade and diplomacy, labor relations, and a host of other fields. His clients include most of the Fortune 500, as well as non-profit groups, professional and trade associations, and federal, state, and local government agencies.

He was a member of the United States' negotiating team in the successful Intermediate Nuclear Forces (INF) negotiations with the former Soviet Union. The INF Treaty brought about the first-ever reduction in the total number of nuclear weapons worldwide, and under its terms almost one-half of all such weapons were eventually destroyed.

Mr. Thomas is the author of the **Negotiate to Win**<sup>®</sup> Workshop series, which since its debut 20 years ago has become one of the leading negotiation training programs in the world. It is the recipient of a number of ASTD and NAPM awards for excellence.

Mr. Thomas' book, **Negotiate to Win**, is a HarperCollins international bestseller. First published in late 2005, it was a Pulitzer Prize candidate in 2006 and is today available in 18 languages. He is the author of scores of articles about negotiating, a frequent guest on television and radio, a regular commentator on CNN and MSNBC, and a popular speaker at corporate, government, and association conventions, conferences, and other events. Mr. Thomas is a partner in a Washington, D.C. law firm and a principal in a California venture capital firm. He also serves on the boards of several corporations and is a member of the faculty at The Georgetown University Law Center and at the University of Washington's Pacific Coast Banking School.

Mr. Thomas is a graduate of the University of California at Los Angeles and The Georgetown University Law Center. He has three adult children. He and his wife Jacqueline reside in Washington, DC and on Sunset Beach Island, North Carolina.