Suzanne de Janasz, Ph.D.

GLOBAL NEGOTIATION EXPERT • EXECUTIVE EDUCATOR • TRANSFORMATIONAL SPEAKER

Suzanne de Janasz is a **globally recognized negotiation expert**, organizational scholar, and award-winning educator who has trained leaders across six continents. She blends behavioral science, real-world cases, and hands-on practice to help audiences negotiate smarter, influence more effectively, and build trust-based relationships that drive individual and organizational results.

Her keynotes are energetic, experiential, and deeply human, shifting mindsets, strengthening confidence, and sparking immediate action.

GET STARTED: www.suzannedejanasz.com/contact dejanasz@outlook.com

SIGNATURE KEYNOTE TOPICS

Everyday Negotiations: How Small Steps Lead to Big Wins
Most opportunities to negotiate go unnoticed. This keynote outlines five key steps to recognize, evaluate, prepare for, engage in, and reflect on low-stakes, "everyday" negotiations to build confidence and competence critical for mastering any negotiation.

No Title, No Permission, No Problem: Harnessing the Power of Influence
Many ideas for positive change are ignored or never considered. Learn how to leverage influence to get things done, even when you lack the authority or permission to do so.

Overcoming the Gender Gap in Negotiations by Cultivating Clarity, Credibility, and Confidence
Grounded in decades of research on gender, power, and workplace dynamics, this keynote equips women and allies to navigate bias, advocate effectively, and negotiate with credibility and authenticity.

Custom Topics Available
Let's co-create something meaningful for your audience or event.

SUZANNE'S KEYNOTES ARE:

- **Grounded in science** and real-world application.
- **Transformative** in how we think, feel, and act in negotiation.
- **Highly engaging** with humor, vulnerability, and actionable insights.

> *Energetic, engaging, and packed with practical tips. Our senior leaders left feeling more confident and 'buoyed' after the session.*
> – Erin Dwyer | Managing Director, Center for Audit Quality

> *Her framework helped realign our goals and build confidence for a complex, high-stakes negotiation. The positive outcome would have been unlikely without her coaching.*
> – Ariel Bradler | Managing Director, 5th Ave Theater

Suzanne works with global corporations, non-profits, and public organizations, and has led award-winning executive programs at IMD (Switzerland) known for their highly experiential, hands-on approach. A globally recognized authority on negotiation, she was ranked **#8 among the Top 30 Global Gurus in Negotiation (2025)**, has received multiple teaching awards, and has reached tens of thousands through best-selling books, Harvard Business Review articles, and international media.

Schedule a discovery call today!

Suzanne's clients include:

Deloitte. Nestlé BAE SYSTEMS citi Santander FreddieMac CREDIT SUISSE