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## About the Contributors

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**Victor Martínez Reyes**, PhD, is a political scientist and psychologist. He has carried out extensive research on negotiation, including cases like the negotiations that ended communism in Poland (between the communist government and Solidarity), the Polish - EU membership negotiation, labor negotiations in shipyards and airlines' merger negotiations. Dr. Martínez Reyes has worked as a professional negotiator representing multinational corporations in Central Europe and Latin-America. He has facilitated collective agreement negotiations for airlines, shipyards, and automakers. In addition to researching negotiation and working as a negotiator, Dr. Martínez Reyes has taught negotiating strategies as a consultant to corporations, governmental entities, and other organizations. Dr. Martínez Reyes is the author of several books about negotiations, including *Beyond Principled Negotiations, Negotiation Strategies for the Real World*. Dr. Martínez Reyes is currently in charge of launching a new negotiation training and consulting firm in Orlando, Florida. Contact: v.mareyes@gmail.com

