

About the Author

Eliane Karsaklian, Ph.D., has lived and worked in several countries for more than 20 years. She has mastered five languages and has extensive knowledge of and experience in intercultural relationships and negotiation techniques.

She is a unique combination of academician and businessperson. Dr. Karsaklian spends half of her time on researching and teaching international business. She is director of the Master Program in International Negotiation at Université de la Sorbonne, Paris, France, and speaks on this topic at universities, conferences, and companies around the world.

As part of her research, Dr. Karsaklian developed tools to work with international negotiators, expatriates, and diversity managers. This led her to found Ubi&Orbi, which consults with companies on developing their international activities. As a result, she often travels with negotiators, using sustainable negotiation techniques — a term she coined — to develop relationships with businesses in other countries.

Dr. Karsaklian is an award-winning academic and has published a number of scientific articles and books in international business. These include *The Intelligent International Negotiator* and *From Foreign to International: Lessons on Being a Citizen of the World*. She is an Advisory Board member of the International Academy of Management and Business in the United States and member of several scientific academies around the world.

You may reach Dr. Karsaklian at www.ubi-orbi.com, connect with her on LinkedIn at <https://fr.linkedin.com/in/elianekarsaklian/en> and follow her on Twitter @EKarsaklian.