



MORI TAHERIPOUR

AUTHOR | SPEAKER | EDUCATOR
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Mori Taheripour is a globally recognized executive with over two decades of negotiation, diversity, and inclusion (D&I), and sports industry experience. She teaches Negotiation and Dispute Resolution at the Wharton School of the University of Pennsylvania where she serves on the faculty of the Legal Studies and Business Ethics Department and is a seven-time recipient of awards for excellence in teaching.

As Principal of MT Global Strategies, Mori serves as a cross-sector consultant for a diverse client base that includes major sports leagues, Fortune 100 companies, universities, foundations, and professional associations. Current and past clients include Goldman Sachs Foundation, Major League Baseball (MLB), National Basketball Players Association (NBPA), National Football League (NFL), NFL Players Association, The Timberland Company, United Parcel Service (UPS), Wasserman, Wells Fargo, and the White House Fellows Program.

With extensive experience leading initiatives at the intersection of sport and social change in both the public and private sectors, Mori was appointed the first-ever Senior Advisor for Sport for Development at the United States Agency for International Development (USAID) in 2010. She served for four years as the lead U.S. Government Representative responsible for promoting sport as a unique and powerful tool in the advancement of United States international development goals.

Mori is a regular contributor to sports discussions on Wharton Business Daily on SiriusXM and was featured in ESPN's "30 for 30" documentary, *Broke*. She is a member of the Board of Directors for USA Track and Field (USATF), the Board of Trustees of the Women's Sports Foundation, and an Advisory Board Member of the Sports Leadership & Administration Undergraduate Degree Program at UMass, Boston.

Mori earned her B.A. from Barnard College of Columbia University, her M.B.A. from the Wharton School of the University of Pennsylvania, and was awarded a Diversity and Inclusion Certificate from Cornell University. Mori's first book, *Bring Yourself: How to Harness the Power of Connection to Negotiate Fearlessly*, was published in March 2020.

Sample Questions for Interviews

- What are some of the most widely held misconceptions about negotiating that Bring Yourself dispels?
- When getting ready for a negotiation, what are the most crucial things to factor into your preparation?
- How do our personal stories sell us short in negotiations?
- How can we change our narrative to reflect a position of value and power?
- We learn about “pleasers” and their accommodating approach to negotiations. What drives them to be so accommodating and why do they so often find themselves grappling with feelings of resentment towards others (and themselves)?
- If mindfulness and being present are essential to effective bargaining, how do we successfully negotiate when we are struggling with Zoom fatigue and constant distractions?
- Political discussions have become increasingly contentious and uncompromising. How do we go back to engaging in constructive conversations or is the only answer to avoid them altogether?

Let's Work Together

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