

Personal Profile

Andrew Gottschalk



Andrew has consulted on negotiation problems for many major companies and organisations in four continents. He negotiates, consults on negotiating problems and has run negotiating skill development programmes for numerous executives from both the public and the private sectors.

After "sharp end" experience as a commercial and industrial relations negotiator in the motor vehicle and electronics industries. Andrew spent twelve years on the faculty of the London Business School as their resident expert on negotiation. Between 1983 and 1986 he was also a director of a small venture capital company, Peat Aikin, which invested in start-up situations.

A psychologist, who is bilingual in English and German, Andrew has written extensively on negotiation. He has been a visiting professor at INSEAD and at Japan's Institute for International Studies.

From 1985, when he left LBS until 1993, he was joined in a specialised negotiating and consulting partnership by Mike Hartley-Brewer. Since 1993 he has continued this work within a broader context in Europe, the Middle East and North America.

Andrew Gottschalk is also associated with Ventana Systems, Inc. a Harvard (US) based strategic consulting and systems modelling group. Here his focus is on negotiating as a process for managing change and relationships, both inside and between organisations.