

LEE E. MILLER

Selected Topics: How to Influence Others at Work and at Home; The Art of Getting What You Want; You Can Negotiate Anything; Wages- The Gender Gap; Interviewing for Success; Getting The Career You Deserve; Establishing Credibility for Yourself Instantly; CEO/ Executive Compensation; Negotiating with Your Spouse or Children; What To Do If You Lose Your Job; Sales; Customer Service.

Lee E. Miller is the Managing Director of **NegotiationPlus.com** with offices in the USA and Asia, a Senior Consultant with **The Cabot Advisory Group** and co-host of the **Your Career Doctors Radio Show**. A graduate of **Harvard Law School**, he is an Adjunct Professor of Management at **Seton Hall University's Stillman School of Business** where he teaches MBA courses in Managerial Negotiating, Decision-making and Human Resources Management. In 2003 and 2005 he received the Stillman School's Award for Teaching Excellence. He is the author of ***UP: Influence Power and the U Perspective- The Art of Getting What You Want*** and the co-author, with his daughter, of ***A Woman's Guide To Successful Negotiating*** (McGraw Hill) selected by Atlanta Woman magazine as one of the fifty best books for professional women and a featured book by The Early Show and Good Morning America. He is also the author of the best selling ***Get More Money on Your Next Job*** (McGraw Hill), the chapter on "How to Get a Raise or a Promotion" in ***The Experts' Guide To 100 Things Everyone Should Know How To Do***, has written a monthly career column for Monster.com and is a contributor to the Wall Street Journal Online.



Previously he was the Senior Vice President of Human Resources at **TV Guide Magazine, USA Networks** and **Barneys New York Inc.**, a Vice President of Labor and Employee Relations at **R.H. Macy & Co. Inc.** and a partner and co-chair of the employment and labor group of one of the largest law firms in New Jersey. He is also the author of ***Employment Discrimination Law*** (BNA). Lee is the former Chair of the **International Association of Corporate and Professional Recruiters**, the **New York Chapter American Corporate Counsel's Employment Law Section** and Secretary to the **Union County Motion Picture Advisory Board**. He has also served on the Board of Directors of the **Washington State Bar Association Credit Union** and **The American Repertory Ballet Company**.

Lee has also developed interactive online/CDROM training program on **negotiating, interviewing, customer service, sales, management** and **active listening** as well as an assessment tool to identify a person's individual influencing/negotiating style for use with training and coaching.

A frequent speaker, he has appeared on CBS's "**The Early Show**" ABC's "**Good Morning America**," ABC's "**Money Talk**," NBC's "**Today New York**," CNN's "**Your Money's Worth**," CNBC's "**Power Lunch**," Bloomberg "**Personal Finance**," MSNBC's "**Economy Watch**" and NPR's "**Morning Edition**." He has addressed groups such as the American Management Association, The American Society of Women Accountants, Harvard Business School Alumni, Columbia Business School, New Jersey Department of Labor's Professional Services Group, Today's Arizona Women, the New Jersey Governor's Conference on Women, the Women in Power Asia Conference 2005 and 2006 in Malaysia, Singapore Women's Weekly's Great Women of Our Time Awards, the NYC Venture Capital Conference and the Wharton Media and Entertainment Conference.

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