Stanford



Jack Nasher

Overseas Studies - Oxford, Bing Overseas Studies

Bio

BIO

Jack Nasher is a scholar and practitioner in negotiation strategy.

Professor Jack Nasher previously taught at Oxford University, his alma mater, and became the youngest ever appointee for a professorship at Munich Business School, where he held the chair for Leadership & Organization from 2010-2023.
Alongside his studies in Philosophy (PhD), Psychology (MA), Management (MSc), and Law (German State Exam), he earned his stripes at the European Court of Justice, at the United Nations in New York City, and at Wall Street's leading law firm Skadden.

Professor Jack Nasher explores the dynamics of the negotiation process, utilizing psychological insights to read and influence people. He founded the NASHER Negotiation Institute which helps car manufacturers, private equity firms, professional service firms, and many other companies and individuals improve their negotiation processes.

Books authored by Professor Jack Nasher became multiple bestsellers and were published in the USA, Germany, Russia, India, Japan, China and many other countries. He has been featured in publications such as The Wall Street Journal, Fast Company, and the China Times and he is the author of the annual Forbes list of the Top 10 World Changing Negotiations.

Professor Jack Nasher is a Principle Practitioner of the Association of Business Psychology and regularly speaks at management conventions, where his research has been awarded with a gold medal. He is an avid mentalist and regularly demonstrates mind mysteries at Hollywood's Magic Castle.