

## Access to Experts



**Jeff Weiss** , Partner , Vantage Partners

Jeff Weiss is a partner at Vantage Partners where he leads the Sales Effectiveness consulting practice. Jeff has 25 plus years of experience consulting to Vantage's F500/G1000 clients, helping them to define their Go-To-Market strategies; grow their top accounts through developing more strategic relationships, uncovering new sources of customer value, and enabling cross-product line and service line account management and selling; and improve their margin through enhancing value selling, negotiation performance, and pricing discipline. Jeff also brings to this work many years of experience building Vantage's Alliance Strategy & Management practice, and involvement in various customer-side projects working with Vantage's Sourcing & Supplier Management practice. Prior to founding Vantage, Jeff helped to build Conflict Management Group, a non-profit consulting firm that works with governments around the world on managing conflicts of public importance. Jeff was also a member of the Harvard Negotiation Project. Jeff has published extensively on Negotiation, Strategic Relationship Management, Cross-Matrix Collaboration, and Partnering. A few of his recent publications include: Making Partnerships Work: A Relationship Management Handbook; Managing Alliances for Business Results: Lessons Learned from Leading Companies; Transforming Trading Relationships into Partnerships: A Cross-Industry Study of Customer-Supplier Collaboration, as well as articles published in the Harvard Business Review, "Extreme Negotiations", "Simple Rules for Making Alliances Work" and "Want Collaboration? Accept — and Actively Manage — Conflict." He is also a co-author of Partnerships, Joint Ventures, and Strategic Alliances, Chapters 10, "Managing the Alliance Relationship" and 11, "Negotiation Strategies for Joint Venture and Alliance Success"; and is a contributing author to Mastering Alliance Strategy: A Comprehensive Guide to Design, Management, and Organization as well as to The Psychology of Negotiations in the 21st Century Workplace. Jeff is a graduate of Dartmouth College and Harvard Law School, and is a member of the Massachusetts Bar. Along with his work at Vantage, he also serves on the faculty of the Amos Tuck School of Business at Dartmouth College and the faculty of the United States Military Academy at West Point. In addition, Jeff is also a founder, and presently serves as the co-Director, of the West Point Negotiation Project. Jeff was awarded West Point's 2010 Apgar Award for Excellence in Teaching. He is also a recipient of the Department of the Army's Commander's Award for Civilian Service. [jweiss@vantagepartners.com](mailto:jweiss@vantagepartners.com)

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