

ERIC BARKLIE HENRY
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EXPERIENCE SUMMARY

Eric Henry is a co-Founder and Managing Partner of CMPartners LLC a leading global firm specializing in negotiation, communication and conflict management training and transactional consulting. He leads the firm's practice in Washington, D.C. and designs and conducts workshops on negotiation strategy, joint problem solving and communication mastery. In his transactional practice, Mr. Henry acts as an advisor to one or several parties to a negotiation or dispute. Mr. Henry has worked in a wide variety of settings throughout North America and in more than 35 countries throughout the world, in both the private and public sectors.

In the private sector, Mr. Henry has worked with numerous Fortune 100 global companies in the financial services, defense, oil and gas, professional services, manufacturing, pharmaceutical and consumer products industries. This work has been on international joint venture, global supply chain and labor relations issues.

In the public sector, Mr. Henry works extensively with quasi-governmental institutions including The World Bank/IFC, the International Monetary Fund (IMF), the Asian Development Bank (ADB), the European Bank for Reconstruction and Development (EBRD) and the Inter-American Development Bank (IDB) to design and deliver a variety of training programs in negotiation, difficult conversations and conflict management. Mr. Henry has also worked directly in training, facilitation and advising government leaders and rebel leaders in various conflicts including recent civil wars in Nepal and Sri Lanka and conflicts in Kashmir and various countries in the Middle East.

PROFESSIONAL EXPERIENCE

Co-Founder and Managing Partner, CMPartners LLC

Washington, D.C. (May 2003—present)

Training, consulting, process advice, facilitation and mediation work in negotiation, dispute resolution and crisis management and difficult conversations. Co-lead the development of CMPartners (CMP) as a firm separate from its legacy firm Conflict Management Inc (CMI), founded in 1984. Managed the Washington, D.C. practice of CMP with a focus on International Financial Institutions such as The World Bank/IFC and the IMF.

Senior Consultant, Conflict Management Inc. (CMI)

Cambridge, MA and New York, NY (October 2001—April 2003)

Training and facilitation in negotiation and communication, and work as consultant to the firm on mission, strategic plan and business development.

Co-Founder and President, Logotel, Inc.

Columbia, MD (June 1988—July 2001)

Conceived, initiated and operated Logotel, Inc., a licensing and merchandising company for leading cartoonists (including Gary Larson/“The Far Side,” Charles Schulz /“Peanuts,” Jim Davis /“Garfield) and top historic and contemporary film and entertainment properties. In this role, Mr. Henry negotiated licensing agreements and other contracts, designed and developed products, was an executive salesperson for major customer accounts and was operational president of the company as it grew from a start-up to 120 employees and annual revenues of \$42 million.

Associate Attorney, Cahill Gordon & Reindel

Washington, D.C. and New York, NY (January 1986—May 1988)

Civil commercial litigation practice with specialization in Constitutional law (First Amendment/free speech) and media law issues.

Law Clerk, Hon. Charles P. Sifton, United States District Court (EDNY)

Brooklyn, NY (September 1984—January 1986)

Research, drafting opinions, pre-trial settlement conferences, discovery motion practice conferences, and dispute resolution in both civil and criminal cases in U.S. District Court.

TEACHING EXPERIENCE

Mr. Henry has taught and trained in association with numerous leading universities around the world. He was a Scholar in Residence and Guest Lecturer at the graduate School of International and Public Affairs at American University in Washington, D.C. (2005—2006).

Mr. Henry has also taught negotiation and communication at: the National University of Singapore (NUS) schools of Business and of International Policy; The American University of Beirut (AUB) Business School; the Institute for Management Development (IMD); Kashmir University School of International Relations, Duke Corporate Education, and the Dubai Institute of Human Resource Development.

EDUCATION

J.D., New York University School of Law, New York, NY, 1984

Awarded the Lewis J. Powell, Jr. Medal for Excellence in Advocacy.

A.B., Brown University, Providence, RI, 1979

Major, Political Science; Minor, History . Cum Laude.