

GRANDE HAMILTON LUM

100 McAllister Street Suite 408 • San Francisco, CA 94102 • (415) 581-8940 • lumg@uchastings.edu

EDUCATION

- 1988-1991 **HARVARD LAW SCHOOL** **CAMBRIDGE, MA**
Juris Doctor, June 1991
Member, California Bar
Activities included: Member, Legal Aid Bureau; Editor, Environmental Law Review; Teaching Fellow, Harvard Sociology Department; President, Asian American Law Students Association
Honors included: Andres Fellowship.
- 1982-1986 **UNIVERSITY OF CALIFORNIA, BERKELEY** **BERKELEY, CA**
Bachelor of Arts in Psychology, December 1986
Activities included: UC Berkeley Club Basketball Team, Clinical Psychology Research
Honors included: Phi Beta Kappa, UC Berkeley Distinguished Service Award, Golden Key National Honor Society, Psi Chi National Honor Society in Psychology.

WORK EXPERIENCE

- 2008-present **UC HASTINGS SCHOOL OF THE LAW** **SAN FRANCISCO, CA**
Clinical Professor and Director. Leads Hastings' Center for Negotiation and Dispute Resolution (CNDP). Implement the law school's alternative dispute resolution (ADR) curriculum. Manages the student negotiation team and training and consulting with external clients, specifically public organizations. Host conferences and symposia. Teach ADR courses. Grow and expand the Center.
- 2005-2008 **ACCORDENCE INC. (www.accordence.com)** **BURLINGAME, CA**
Founder and Managing Director. Consults with clients regarding complex transactions, equipping teams and institutions with negotiation methodologies and skills. His work includes facilitation, coaching and advising with clients in health care, information technology, non-profits and financial services. Authored book on negotiation published by McGraw-Hill. Produced on-line learning module on negotiation.
- 1997-2004 **THOUGHTBRIDGE LLC** **BURLINGAME, CA**
Principal and Co-Founder. Responsible for firm management and strategy, joint ventures/alliances and organizational learning. Built and maintained core strategic alliances. In 1998, more than doubled individual client revenue. Increased staff between 1997 and 1998 from 9 to 18. Managed and coached consultants and associates. Wrote weekly column for Monster.com on executive negotiation issues.
- 1991-1997 **CONFLICT MANAGEMENT, INC.** **CAMBRIDGE, MA**
Partner. Developed and managed major accounts for the firm co-founded by Harvard Law Professor Roger Fisher. Led engagement teams implementing major negotiation and change initiatives for clients. Established West Coast presence for firm. Mediated labor-management and other disputes.
- Senior Consultant.* Led projects in US, Canada, Europe, Australia and Asia. Produced video on multi-party negotiations. Coached and trained new consultants. Helped reorganize firm into practice area teams.

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SELECTED PUBLICATIONS

Books

Negotiation Fieldbook: Simple Strategies for Every Negotiation. McGraw-Hill. 2005

Inside Out: The Insight Approach to Conflict Resolution. To be published 2009

Selected Articles

“A New ICON – Use This Win-Win Model” *Executive Excellence* February 2004 (Co-authored with Anthony Wanis-St. John.

“Adversaries to Allies: Lessons from the San Diego City Schools Contract Negotiations” *Mediate.com*. 2001 (co-authored with Monica Christie)

“Rethinking the Role of the Strategic Account Manager” *Velocity, the Strategic Account Management Association Journal*. Fall 1999 (co-authored with Andrew Ayers)

“Collective Bargaining In Education: Getting Started In Interest Based Negotiation” *Journal of the North American Association of Educational Negotiators*. October/November 1996

NON-PROFIT EXPERIENCE

- 2008-2009 **LEADERSHIP SAN MATEO BURLINGAME FOSTER CITY HILLSBOROUGH** San Mateo, CA
Participant. Engaged in community leadership training and networking program.
- 2006-present **PENINSULA CONFLICT RESOLUTION CENTER** San Mateo, CA
Board Member and Volunteer. Involved in fundraising committee and focused on marketing and new revenue streams. Volunteers in mediation and facilitation. Three year term 2006-2009
- 2007-2008 **CALIFORNIA STATE BAR ASSOCIATION COMMITTEE ON ALTERNATIVE DISPUTE RESOLUTION** San Francisco, CA
Member. Appointment 2007-2008
- 2004-2005 **TEACHERS PATH** San Francisco, CA
Board Member and Chair. Helped establish a non-profit organization focused on new teacher retention and training, specifically in the public schools.
- 2000-2003 **PARTNERS FOR DEMOCRATIC CHANGE** San Francisco, CA
Core Faculty and Consultant. Taught a variety of dispute resolution skills to staff at community dispute resolution centers and other non-profits
- 1998-2003 **CENTER FOR ASIAN AMERICAN MEDIA** San Francisco, CA
Board Member and Co-Chair. Helped lead organization to focus on media issues related to Asian Americans especially on supporting and creating films, organizing international film festival, and increase public funding.