

The Black Swan Group

Christopher Voss
chris@blackswanltd.com

Christopher Voss is the CEO of The Black Swan Group, an advisory/coaching firm that focuses on solving business negotiation problems with hostage negotiation strategies. Chris founded the Black Swan Group in 2008 upon his retirement from the FBI where he was the FBI's lead international kidnapping negotiator.

Chris is also an Adjunct Professor at the University of Southern California (USC) Marshall School of Business and Georgetown University's McDonough School of Business where he teaches business negotiation in both M.B.A. programs. This course is one of the most sought after courses at the McDonough School of Business (MSB). Prior to teaching at the USC and MSB, Chris taught International Business Negotiation at Harvard University and was on the teaching staff at Harvard Law School.

Chris is the 2014 recipient of the McDonough School of Business' Peter J. Gonzalez Jr. Award of Excellence in Adjunct Faculty Teaching.

Chris has lectured on negotiation at the High Performance Leadership course at the International Institute for Management Development (IMD) in Lausanne, Switzerland, the School of International and Public Affairs at Columbia University, the Goethe Business School at Frankfurt University in Frankfurt, Germany, the Sloan School of Management at the Massachusetts Institute of Technology and the Kellogg School of Management at Northwestern University.

