

The Professional Development Institute

Life Sciences, Management Consulting and Advanced Skills Training
R&D, Architects of Harvard University Global System and Management Road Maps
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Alain Paul Martin

President & Chief Executive Officer
Management Faculty Chair

Experience

- **Chief Architect, Harvard University Global System**, Framework and a portfolio of instruments for better management, effective negotiations, higher performance, clear transparency and governance; 2005-Present
- **President and Chief Executive Officer**: The Professional Development Institute, 1985 to present
- **Faculty Member**: Graduate Management Program, University of Quebec, 1997-99, 2006-2007
- **Advanced Risk-Management Workshop Leader**: Nuclear Power, AECL, B&W, Ontario Power, 2003-2007
- **Featured Speaker and Seminar Leader** on Governance, Principled Negotiation, Risk, Strategic Procurement and Project Management: USA, Canada, Europe, Japan and China; led advanced workshops and facilitated corporate and executive retreats at Harvard Faculty Club, EON Climate & Renewables, Bell President Club; Desjardins, GE, P&G (NYC, Chicago), PEMEX, IEEE, AFIPS, banks, Textron-Bell Helicopter and governments
- **M&A Negotiation Advisor**: Merger of five agencies to strengthen the integrity of the security markets, 2003
- **Executive Coach, Strategy & Risk**: Bio-K International (2005-10), ecommerce, Export Development (2001-08)
- **Executive Member**: Non-partisan, Prime Minister Committee on Government Reform, 1994-97
- **Consultant** to the Director General of UNESCO: Led UNESCO Re-engineering & Best Practices (1997)
- **President's Executive Coach**: Strategy, Desjardins Corporate and Casualty Insurance Group (1985-97)
- **Evaluator - Knowledge Management**: Director General, Therapeutic Products, Health Canada, 2001
- **Risk and Safety Engineering Investigator**: C5A Galaxy, F111, General Dynamics NB50 Nuclear Boat
- **Project Manager**: Risk Analysis, Systems and Operations Research: Du Pont
- **Manager**: Risk Prediction & Monitoring of Election Issues: CBC News Bureau
- **Manager**: Detailed engineering 1,500-mile microwave link
- **Patent Holder**: U.S.A., Canada, Japan
- **Co-op Student**: Sender Freies Berlin (Germany), Peugeot (France), Herzmansky of Vienna in Austria

Education & Executive Development

- Concordia University, Montreal, QC: B. Com. Quantitative Methods & Operations Research, 1968-1973
- Harvard Business School, Boston, MA: OPM (27th Alumni Class), 1997-1999
- Harvard Business School, Boston, MA: Strategy (Building and Sustaining Competitive Advantage), M. Porter
- Harvard Law School, Cambridge, MA: Teaching Negotiation in the Organization
- Harvard Law School, Cambridge, MA: Negotiation for Senior Executives
- Harvard Law School, Cambridge, MA: Advanced Negotiation for Sr. Executives with Bill Ury
- Harvard Law School, Cambridge, MA: Negotiation for Lawyers with Emeritus Prof. Roger Fisher
- Harvard Law School, Cambridge, MA: Advanced Negotiation for Lawyers with Prof. Bruce Patton
- Harvard Law School, Cambridge, MA: Mediation with Prof. Robert Mnookin
- MIT Sloan School of Management, Cambridge, MA: Managing Complex Product Development Projects
- MIT Sloan School of Management, Cambridge, MA: Management of Change
- MIT Sloan School of Management, Cambridge, MA: Evaluation of Government Programs
- MIT Sloan School of Management, Cambridge, MA: Developing an Internet Business Strategy
- Gestalt Institute, Cleveland, Ohio: Gestalt Psychology and Intimate Systems
- Cognitive Behavior Modification Conference, B.F. Skinner and D. Meichenbaum, Los Angeles, CA
- Harvard Business School Alumni Conferences: Berlin, Cleveland, Shanghai, Washington, Boston
- Risk and Decision Assessment using @Risk and the Decision Tools Suite, Palisade, Ithaca, NY
- Intensive Risk Management with Dr. Michael Rees, Palisade, New York, NY
- Introduction to Options and Real Options with Dr. Michael Rees, Palisade, New York, NY
- Advanced Project Management: Arthur D. Little, Boston, MA

Author: [Principled Negotiation: Guidance for an Aspiring Negotiator](#) (2006), [Paradigm Incubation Roadmap: A Framework for Changing Mindsets on Complex Issues and Important Projects, Harnessing The Power of Intelligence](#) (2002), [Harvard University Global System Road Maps](#) (2005-2010); [Overhauling UNESCO & Strengthening its Essence](#); [Bringing Time to Life](#); [What Is Policy? Strategic and Operational Policies and Good Governance](#)

President: Harvard University Club (2009-2010); Harvard Business School Club, Ottawa (2005-2009)
Memberships: Harvard Faculty Club, Harvard University Alumni Assoc., Mathematics Society of France
Founding Sponsor: Roger Fisher House: fosters peace, lessens racial tension & youth violence worldwide
Strategist: Governance, social justice, human rights and public health. **Co-Founder**: PIH Partners in Health Canada
Other interests: Ecology, Amnesty Int'l, windsurfing, long-distance running (several marathons), hiking

About Alain Paul Martin

About Alain Martin's book "Harnessing the Power of Intelligence"

"This is an extraordinarily thoughtful and well written book on a topic of great contemporary importance. Its advice is detailed, practical and completely on target."

Professor Warren McFarlan, Harvard Business School

"I have used the framework described in this remarkable book successfully for several years, first, to orchestrate the turnaround of North America's fastest growing casualty-insurance company, and subsequently, to craft a vision and strategic direction of a \$75 billion financial institution."

**John Harbour, President & CEO, SAA
Former President, Desjardins Confederation**

Author of three iconoclastic management books, Alain Martin coaches team leaders and executives in governance, principled negotiation, strategy, risk and project management, strategic procurement and leadership. His clients include Textron's Bell Helicopter, Boeing, Bombardier, EDC, GE, Cap-Gemini, Procter & Gamble, Skanska of Sweden, Ontario Power, the Swedish Employers Council, The Engineering Advancement Association of Japan, bio-technology companies, governments and NGOs.

After the 2003 North-American power blackout, Alain delivered, over four year period, advanced risk management workshops for executives and team leaders assigned to nuclear-power projects (AECL, Babcock & Wilcox, OPG Darlington & Pickering). He has also served as a senior labor-negotiation and strategic-alliance advisor to a task force integrating into a single organization five agencies mandated to protect investors, maintain the integrity of the securities markets, and regulate financial institutions.

Alain was a Faculty Member at the University of Quebec where he taught strategy, risk and negotiation in the M. Sc. Program - Project Management. He has advised the Director General of UNESCO, and has served as executive member of the non-partisan Committee of the Prime Minister of Canada on Government Reform. His presentation titled "Building a Great Nation and Governing in a World of Surprise Events" was attended by the Prime Minister, Cabinet ministers and legislators, among others.

Alain recommended to [Dr. Brian Morrissey](#) the creation of the Canadian Food Inspection Agency. Together, they conducted a study on the lessons learned from the U.K. on Bovine Spongiform Encephalopathy (BSE) and new variant Creutzfeldt-Jakob Disease (nvCJD). They also assisted Health Canada executives and medical professionals brainstorm and prepare a risk-management strategy nine months before Mad Cow was diagnosed in Canada. Alain also advised the Prime Minister on defusing the growing tensions between Canada and its Asian trade partners, particularly Japan, following the discovery of mad-cow disease in Alberta in 2003. The recommendation led to the appointment a world-class scientist, OIE President Emeritus, Dr. Norm Willis, as special envoy to negotiate with health, agriculture and food inspection authorities in Japan, China, South Korea, Hong Kong, Taiwan and the Philippines.

Alain Martin held managerial positions in operations research and systems development at Du Pont (petrochemicals), Domtar (construction and pulp & paper), CBC News, and Bombardier Aerospace. He has also managed a variety of international projects including telecommunications, airport security, R&D, mergers & acquisitions, evaluation of the news coverage of national elections and major events, and the strategic turnaround of a large North-American financial institution.

Mr. Martin is an alumnus of the Harvard Business School where he studied entrepreneurship. He holds a Bachelor's degree in Commerce from Concordia University. He was trained in management of change at MIT, team building and people skills at the Gestalt Institute of Cleveland, and principle-based negotiation and mediation at the Harvard Law School. Alain has invented the Harvard Planner and developed Harvard University Global System™ – a practical framework to reduce complexity, comprising management tools and road maps on issue analysis, interest-based negotiation, strategy, risk and project management, strategic procurement, transparency and governance. He is recognized by the Project Management Institute (PMI) for "his outstanding contribution to the state-of-the-art of project management".

Alain is currently the President of Harvard University Club and Past President of Harvard Business School Club in Canada's National Capital area (2005-2009). For the commemoration the first centennial of Harvard Business School, Alain was active in the planning and management of various events ranging from geopolitics, social justice and pathways out of the current economic crisis to cutting-edge disease prevention and corporate governance.