



Erica Nelson is a faculty member at the Lake Forest Graduate School of Management where she has been teaching in the Corporate Learning Solutions Division since 1997. Her focus is on executive communication, emotional intelligence, negotiation/conflict management and team dynamics. Erica is a consultant and business partner to the CLS Division and their corporate clients. She received the Contribution to Learning Excellence Award in 2012 and 2013 and was named Most Distinguished Business Management Faculty in 2003-2004.

Erica owns a consulting business, Nelson Performance Development, LLC incorporated in 1997 and is a trained mediator. In addition to her faculty work with LFGSM, Erica is a certified trainer for the Association for Talent Development (ATD) in their Consulting Skills (instructor led and on-line) Coaching certification and Change Management courses. Clients include Pfizer, FaceBook, Disney Institute and Lexus Nexus.

In the areas of Communication and Negotiation, Erica has worked with more than 100 organizations and their leaders in a variety of industries with front line employees to senior level executives and CEO's. She is skilled in a number of leadership and professional development tools, including StrengthFinders©, Standout©, DiSC, Situational Leadership©, Personal Strength Deployment Inventory©, and the MBTI with career readiness consultation. As a trained mediator, Erica teaches negotiation and conflict management skills, which include mediation strategies aligned to the Harvard Business Negotiation model. She designs and facilitates customized classroom and WebEx courses. Erica has worked for 15 years as a coach to young professionals and middle managers to strengthen their feedback and management skills resulting in promotions and professional success in their industry.

Erica received her Master's Degree in Educational Administration from the University of Connecticut, Storrs in 1983. She received her Bachelor of Arts Degree in Journalism and English from the University of Massachusetts, Amherst in 1981. Erica is qualified to administer the Myers-Briggs Type Indicator, DiSC Assessment and train with Situational Leadership and LBAII profile. She is a Level 1 Facilitator for Cultural Navigator™. She is currently on faculty at Lake Forest Graduate School of Management and is a certified facilitator with ATD.