



# Ekow Edzie

Senior Associate

Consensus Building Institute, Inc.

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## PROFESSIONAL SUMMARY

A collaborative process professional with nine years of experience in stakeholder engagement and facilitation as well as design and implementation of trainings across a diverse set of projects, both domestic and international. Passionate about building value through data-driven negotiation, teamwork and fearless creativity. Significant international work experience. Graduate-level training in negotiation, leadership, corporate finance & data-analytics. Returned Peace Corps Volunteer.

## EXPERIENCE

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|---------------|--|-------------------|
| 2020- present | <b>Consensus Building Institute</b><br><i>Senior Associate</i><br>Mediate and facilitate complex, multiparty public policy processes.  | San Francisco, CA |
| 2019          | <b>Harvard Negotiation Institute</b><br><i>Teaching Assistant/Facilitator</i><br>Designed lesson plans and led discussion for executive education course on negotiation.   | Cambridge, MA     |
| 2019          | <b>Harvard Law School Program on Negotiation</b><br><i>Teaching Assistant/Facilitator</i><br>Served as a Teaching Assistant for Professor Sheila Heen's section of the 2019 Negotiation Winter Workshop. Coordinated complex logistics inherent to the negotiation simulations that were the foundation of the professional development methodology; facilitated discussion with workshop participants.  | Cambridge, MA     |
| 2017-2019     | <b>The City of Cambridge:<br/>Storytelling &amp; Digital Strategy for Training</b><br><i>Associate</i><br>Led the design and implementation of a digital professional development resource, composed of 'stories of best-practice', to augment the training services that Cambridge provides to a network of 70 + nonprofits and community associations. Designed and implemented, "train the trainer" workshops, in which leaders of Cambridge nonprofits and community associations learned how they might best leverage the digital professional development resource when facilitating their own staff training events | Cambridge, MA     |

- 2015-2017 **EF Education First** Cambridge, MA (Various countries)  
*Manager, Production Innovation Team*  
 Grew sales volume to LATAM operation by 71% to ~ \$14 million in annual revenue in 2 years with 60 % new customers; presented at conferences & led new sales initiatives. Increased operational capacity of EF's Latin America operation by designing and facilitating training events in the Dominican Republic, Peru and Ecuador with EF's partner organizations. Managed partnership between EF and MEtoWE, a Canadian social enterprise.
- 2013-2015 **EF Education First** Santo Domingo, Dominican Republic  
*Country Manager, Dominican Republic*  
 Grew operation in the DR from concept to ~\$1.9 million in annual revenue & EF's #1 rated product experience within 2 years. Designed and implemented trainings for EF staff & external stakeholders. Developed and managed key partnerships with Dominican institutions and non-profits. Recruited and trained local staff; Managed quality control and local staff development.
- 2011-2013 **United States Peace Corps** Jarabacoa, Dominican Republic  
*Volunteer*  
 Led the creation and growth of an ecotourism business with a women's association. Negotiated partnership between the women's association, local government & the private sector. Designed and managed an ecotourism workshop to advance professional development goals of the women's ecotourism association. Designed, managed and raised funds for an "environmental interpretation," workshop for aspiring ecotourism professionals from across the Dominican Republic. Coordinated and facilitated a national environmental education workshop for members of a Dominican environmental education program. Designed lesson plans and delivered lectures for courses on Ecology, Ecotourism & English at the Dominican Republic's National Environmental School.

## EDUCATION

- 2017-2019 **The Fletcher School** Medford, MA  
*Master of Arts, Law & Diplomacy*  
 Concentrations: Economics, Negotiation & Business for Social Impact. Switzer Fellow, 2018-2019. Class of 1967 term scholar.
- 2006-2010 **Middlebury College** Middlebury, VT  
*Bachelor of Arts, Environmental Studies & Biology*

## RELEVANT TRAINING

- 2018 **Harvard Law School Program** (130 hours), Cambridge, MA.  
 2017 **Financial & Valuation Modeling** (16 hours), Wallstreet Prep.  
 2016 **Design Thinking** (Trained at EF; Led workshops in Reykjavik and the Hague).  
 2011 **Cross-Cultural Training** (365 hours) Peace Corps, Dominican Republic.

## FOREIGN LANGUAGES

**Spanish:** Functionally Native (Evaluated at The Fletcher School, April 2019)

**Japanese:** Basic Conversational

## SELECTED PROJECTS

**Ecotourism Project Development in Jarabacao, Dominican Republic, 2011-2013 .** While serving as a Peace Corps volunteer in the Dominican Republic, spent two years mediating the design of an ecotourism project that required the buy-in of a diverse set of actors with broadly divergent interests. First focused on understanding the problem from each of the relevant stakeholders' perspectives, then organized a series of workshops designed to give stakeholders the opportunity to voice their concerns and interests and to provide a forum for productive joint brainstorming. Work was slow and circuitous but eventually found a strategy that worked for all the parties involved.

**The Land Restitution Unit, Santa Marta, Colombia, 2018.** Conducted interviews and significant stakeholder engagement with the broad set of actors involved within Colombia's land restitution program. Leveraged the outcomes of this stakeholder engagement work to develop a set of recommendations to improve the land restitution process for Colombian victims of land displacement.

**Improving Collaboration and Alignment in the Sacred Valley, Peru (2015-2017).** While working with EF Education, tasked with mediating an improved work relationship between EF's network of Peruvian non-profit partners and EF's seasonal staff in the face of growing conflicts. Designed mediation program to provide a structured environment for the workshop participants to voice views on problems and provide input as to how the problems might be overcome. Took participants' comments and created a taxonomy of problem types, then guided the participants through a process of working towards more finite and tangible solutions within each of these problem areas.

**Understanding and Overcoming Barriers to Relationship Building in Cambridge, Massachusetts, (2017-2019).** Hired by Cambridge, MA, to help the city address that many families of color reported that they didn't have meaningful relationships with staff of youth programs serving their children. The goal was not to shine light on problems, bring community at-large into the process of devising solutions, and produce a resource for the community as the starting point for productive conversations. Interviewed families and staff and produced a portfolio of digital stories –videos and audio stories—that highlight examples of staff from youth programs and families from diverse backgrounds who have built meaningful relationships. Used stories to anchor a series of facilitated workshops, aimed towards helping the community better understand how they might apply the lessons of these stories towards their own practice.

### **Additional Workshop Facilitation Experience**

**EF Education First in the Hague, Netherlands, 2017.** Facilitated a three-day workshop on Human Rights, leveraging the Design Thinking methodology.

**EF Education First in Reykyavik**, Iceland, 2017. Facilitated a three-day workshop on “The Future of Energy”, leveraging the Design Thinking methodology.

**EF Education First in Santo Domingo**, Dominican Republic, 2016. Designed and facilitated a workshop to improve collaboration and reduce conflict amongst a network of nine humanitarian and environmental nonprofits.

**National Environmental School of the Dominican Republic**, Jarabacoa, Dominican Republic, 2013. Designed and facilitated a three-day national environmental workshop.

**Dominican Republic National Ecotourism Network**, Jarabacoa, Dominican Republic, 2012. Designed and facilitated a two-day national environmental interpretation workshop.

## RECENT PUBLICATIONS

*Econometric Impact Evaluation of Mercy Corps' Prime Region*, Mercy Corps, December 2018. This report presents econometric analysis of the impact of Mercy Corps Pastoralist Resilience program (PRIME) which aimed to dampen climate shocks in Ethiopia through a diverse set of market-wide interventions. Analyzed the household level survey data provided by Mercy Corps and conduct a difference-in-differences estimation of PRIME's impact, comparing outcomes across time in communities with relatively high intensity roll out of PRIME to communities with low intensity roll out of PRIME. (read [here](#))

*The Challenges and Opportunities of Colombia's Land Restitution Regime: A Path to Stability and Sustainable Rural Development*, 2018. This report presents an analysis of the challenges and opportunities inherent to Colombia's land restitution policy framework.(read [here](#)).

*Estimating Farm Resilience as a Function of Farm Size with Remote Sensing Techniques: An Analysis of a World Bank Climate-Smart Agriculture Program in Brazil*, 2018. This report presents an analysis of the relationship between farm size and farm resilience on a large sample of farms that were the beneficiaries of a World Bank funded Climate-SMART agriculture program in the Brazilian Cerrado. (read [here](#))

*A Mutual Gains Strategy to Guide Successful Public-Private Partnership on Rural Development in the Colombian Countryside*, World Council for Sustainable Development, December 2017. This report presents an analysis of the opportunities for the World Business Council for Sustainable Development to cultivate land-based investments that confer benefits to Colombia's climate change and land reform agenda. (read [here](#))

*Recommendations for the CPLC Pathway to Advance Global Carbon Pricing*, World Bank Group, November 2017. This report outlines a path for the World Bank's Carbon Pricing Leadership Coalition to increase adoption of carbon pricing in the private sector by creating an interactive marketing campaign focused on firms' climate related risk exposure. (read [here](#))