

About Linda Swindling, JD, CSP



Ranked one of the Top 15 Negotiators of the World by Global Gurus, Linda is an engaging speaker who delivers take-home strategies which work in the real work environment.

Her material is innovative, based on original research and gained from more than two decades of experience. You won't hear anecdotal or intangible theories based on books she read. Instead, you get strategies that produce breakthrough outcomes and lasting results.

Her negotiation expertise was refined in the courtroom and the boardroom as a practicing corporate attorney and later, a strategic advisor to CEOs. During her 10 years practicing law, Linda became a partner, successfully negotiated several million-dollar deals, and resolved cases that "couldn't be settled."

A Board Certified Coach (BCC) and Certified Speaking Professional (CSP), Linda was selected through a competitive process to be a TEDxSMU speaker.

Linda's past clients include Ericsson, Empire Petroleum, Michaels, BNSF Railroad, the Federal Reserve Bank, Southwest Airlines, Leadership Foundation for Women, National Catalogue Operations Forum, AstraZenaca, Institute for Supply Management, Brand Direct Southwest, MidAmerican Energy Services, US Bankruptcy Court, TXU, Professional Retail Store Maintenance Association, Intel Capital, and [more](#).

Linda is the author/co-author of more than 20 books, including her best-selling *Ask Outrageously! The Secret to Getting What You Really Want*, *The Manager's High-Performance Handbook* and *Stop Complainers and Energy Drainers: How to Negotiate Work Drama to Get More Done*. The creator of the popular *Passport to Success* book series, she is a frequent media guest.

Linda's [speaking video](#) shows her negotiation expertise.