



Marwan Mery

PROFESSIONAL NEGOTIATOR
DIRECTOR OF ADN GROUP

Marwan Mery is a professional negotiator. He works, daily, with businesses, government organisations and NGOs to help resolve their complex situations, including critical cases (kidnapping and ransom, extortion, suicidal persons...), commercial negotiations with high-stakes, major social conflicts, diplomatic relations, and even therapeutic consultations where patients refuse to take their medication.

He manages all his teams and overseas offices from Paris as the director of ADN Group, an agency of professional negotiators, made up of about thirty experts. Marwan Mery is also the author of several successful publications and a consultant in complex negotiation at the United Nations.

Press

Marwan Mery appears regularly in the mainstream media (TF1, France 2, Canal +, LCI, La Chaine Parlementaire, Le Monde, Le Point, France Inter, L'Express, Le Parisien, France Bleu) on subjects relating to negotiation and lie detection.

Bibliography

The Manual of Complex Negotiation — EYROLLES, 2012
You Lie! — EYROLLES, 2013
How to Neutralise Complex Profiles — EYROLLES, 2014
In the Footsteps of Two Professional Negotiators — EYROLLES, 2015
The Five Foundations of Confidence — EYROLLES, 2016
Boost Your Negotiation Power — EYROLLES, 2018
Negotiator — DUNOD, 2019
Rise — DUNOD, 2019
No Thank You, Doctor — DUNOD, 2020
Small But Tough — ESF, 2021
Complex Negotiation — EYROLLES, 2022

“Marwan Mery is a legend.”

RABIH EL-HADDAD

Director of Multilateral Diplomacy at the UN (UNITAR)

“Marwan Mery is one of the best negotiators in the world.”

YAHOO

“I am impressed by his technique and skill.”

JEAN-MARC JANAILLAC

CEO of Air France/KLM

“Marwan Mery, a world-renowned crisis negotiator.”

NEW YORK POST

“The director of the factory in Bethune obtained an agreement that satisfied both parties due to Marwan Mery’s input.”

PARIS MATCH

“Marwan Mery is one of the best negotiators in the world.”

HOLLYWOOD REPORTER