

# Agenda

**PJM General Session**  
**Hyatt Chesapeake, Cambridge, MD**  
**May 18, 2011**  
**8:00 – 11:00 a.m.**

<b>Welcome</b> <ul style="list-style-type: none"> <li>· Terry Boston, President &amp; CEO, PJM</li> <li>· Joe Rigby, Chairman &amp; CEO, Pepco Holdings, Inc.</li> <li>· Dave Anders, PJM</li> </ul>	8:00 a.m.
<b>Keynote Remarks – <i>Smart Power</i></b> <ul style="list-style-type: none"> <li>· Peter Fox-Penner, Ph.D. Chairman Emeritus, The Brattle Group</li> <li>· Questions &amp; Answers from the Stakeholders</li> </ul>	8:15 a.m.
<b>Break</b>	9:30 a.m.
<b>Keynote Remarks – Mutual Gains Negotiation</b> <ul style="list-style-type: none"> <li>· Professor Larry Susskind MIT and Harvard Law School Project on Negotiation, Consensus Building Institute</li> <li>· Questions &amp; Answers from the Stakeholders</li> </ul>	9:50 a.m.
<b>Final Comments</b> <ul style="list-style-type: none"> <li>· From the Floor and/or PJM Board of Managers</li> </ul>	11:15 a.m.
<b>Closing Remarks</b> <ul style="list-style-type: none"> <li>· David Kleppinger, Vice Chair, Members Committee and Chair, Liaison Committee</li> <li>· Howard Schneider, Chair, PJM Board of Managers</li> </ul>	11:30 a.m.

## Peter S. Fox-Penner



**Peter S. Fox-Penner**

Principal

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### Education

University of Chicago, Ph.D.; University of Illinois, Urbana-Champaign, M.S. and B.S. in Engineering

### Biography

Dr. Peter Fox-Penner, principal and chairman emeritus, specializes in economic, regulatory, and strategic issues in network industries. His practice centers on energy and environmental policies and electric regulatory planning and competition issues. He is also experienced in the natural gas, communications, transportation, and environmental industries and is a frequent expert witness on these issues.

He is a frequent speaker on energy topics and the author of numerous published articles and books, including the highly acclaimed *Electric Utility Restructuring: A Guide to the Competitive Era* and his new book from Island Press, *Smart Power: Climate Change, the Smart Grid, and the Future of Electric Utilities*.

In *Smart Power*, Dr. Fox-Penner provides an in-depth look at the policy and business challenges electric utilities face due to the combined impacts of climate change, the smart grid, and energy efficiency policies. Drawing upon his expertise as a utility consultant, Dr. Fox-Penner examines potential sustainable business models and reviews the current prospects for long-term power generation alternatives. For more information, please visit: [www.smartpowerbook.com](http://www.smartpowerbook.com).

## LARRY SUSSKIND, PH.D.



Larry Susskind has been a Professor at MIT for more than 35 years. He teaches negotiation as well as a number of other advanced subjects and runs a substantial research program as Director of the MIT-Harvard Public Disputes Program <<http://web.mit.edu/publicdisputes>>. He has supervised more than 60 doctoral students who now work around the world in academia, government and the private sector. He is one of the founders and directors of the Program on Negotiation (PON) at Harvard Law School where he is Vice-Chair, Education <<http://www.pon.harvard.edu>>. Professor Susskind created the Consensus Building Institute in 1993 (<http://www.cbuilt.org>) and has been delivering tailored learning and organizational development solutions on a worldwide basis ever since. Through the executive training programs at PON he has offered specialized negotiation training (i.e., Technology Negotiation, Dealing with an Angry Public, Teaching Negotiation in the Corporation) to more than 40,000 people.

Professor Susskind has been part of mediating teams operating at the highest levels in many countries, advising the Supreme Courts in Ireland, Israel, and the Philippines. He has provided dispute resolution assistance and advice to the G-77, UNITAR, OECD and a variety of UN and other multilateral agencies. He has served as a mediator in more than 50 complex disputes in the United States and as a Special Master appointed by the Superior Court of New Jersey. He is a member of the mediation panels of the National Association of Trial Court Mediators, The International Institute for Conflict Resolution and Prevention, and the American Arbitration Association (Commercial Section).

He has published more than 70 teaching simulations, a dozen teaching videos and DVDs and is a columnist for **Negotiation Newsletter** published at Harvard. He has been a visiting lecturer at more than 50 universities in 20 countries.

Larry Susskind is the author or co-author of 20 books including recently published, **Built to Win: Creating a World-Class Negotiating Organization** (Harvard Business School Press), **Multiparty Negotiation** (Sage) as well as **Breaking Robert's Rules: The New Way to Run Your meeting, Build Consensus and Get Results** (Oxford University Press). Professor Susskind has won a number of prizes and awards including a Pioneer Award from the Association for Conflict Resolution, the 2005 Distinguished Educator Award from the Association of Collegiate Schools of Planning and the Global Environment Award given by the International Association for Impact Assessment. Two of his books, **The Consensus Building Handbook** (Sage) **Dealing with An Angry Public** (Free Press), won best dispute resolution book of the year awards in 1995 and 1999.

He received his Master of City Planning from MIT in 1970 and a PhD in Urban and Regional Planning from MIT in 1973. Professor Susskind can be reached at [susskind@mit.edu](mailto:susskind@mit.edu) or via his blog at <http://theconsensusbuildingapproach.blogspot.com>.