

Mori Taheripour Bio

Mori Taheripour is a faculty member in the Legal Studies and Business Ethics Department at the Wharton School of the University of Pennsylvania where she teaches Negotiations and Dispute Resolution in the Undergraduate, MBA and Executive Education programs. In 2004, she co-founded the Wharton Sports Business Initiative (WSBI), a partnership among business leaders, faculty and students that generates knowledge about the sports industry through educational programs, global forums, and research. Ms. Taheripour has received the William G. Whitney Award for Excellence in Undergraduate Teaching in 2007, 2011, 2012 and 2016 and the Wharton Teaching Excellence Award for Outstanding Performance in Teaching in 2018.

In addition to teaching at the Wharton School, Ms. Taheripour teaches negotiation for the Goldman Sachs 10,000 Small Businesses program in select cities across the United States. Goldman Sachs 10,000 Small Businesses is a \$500 million investment to help small businesses in the United States create jobs and economic growth by providing entrepreneurs with a practical business education, access to capital and business support services.

An experienced connector with a strong global network to draw from, Ms. Taheripour leverages her expertise in negotiation, diversity & inclusion, social impact, and professional athlete education for a diverse client base that includes major sports leagues, Fortune 100 companies, universities and professional associations. Current and past clients include Entrepreneurs' Organization, Goldman Sachs Foundation, Major League Baseball, NBA Players Association, National Football League, NFL Players Association, The Timberland Company, United Parcel Service, USA Track and Field, USAID, Wasserman, Wells Fargo, and the White House Fellows Program.

From 2010 to 2014, Ms. Taheripour served as the first-ever Senior Advisor for Sport for Development at the United States Agency for International Development (USAID), the federal agency responsible for all non-military foreign aid and humanitarian assistance. In this role, she was the senior U.S. Government Representative tasked with promoting sport as a unique and powerful tool in the advancement of international development goals. Ms. Taheripour managed USAID's relationships with professional sports leagues, federations and franchises and led strategic partnerships between sports organizations, civil society, private sector corporations and non-governmental organizations.

Ms. Taheripour served as the Vice President of Corporate Diversity for the American Red Cross after Hurricane Katrina. In this role, she developed and implemented a new organization-wide diversity and inclusion strategy to ensure the Red Cross reflected the diversity of the communities served in its people, programs, and policies.

Ms. Taheripour serves as a member of the Women's Sports Foundation's Board of Trustees and the Advisory Board of Skateistan. She is also a founding Advisory Board Member of the University of Massachusetts Boston Sport Leadership and Administration Bachelor of Arts Program. She regularly presents at conferences around the world, contributes to sports discussions for Knowledge@Wharton on SiriusXM radio and was featured in ESPN's "30 for 30" documentary, *Broke*.

Ms. Taheripour earned her MBA from The Wharton School of the University of Pennsylvania and her BA in Psychology and Pre-Medical Studies from Barnard College of Columbia University. Her book, *Bring Yourself: How to Harness the Power of Connection to Negotiate Fearlessly* was released in March 2020.