

PROFILE – Sandy Caspi Sable



With over 15 years of specialist commercial experience, Sandy is a leading strategist in negotiation, relationship building and conflict management.

Sandy brings considerable talent to her negotiation and mediation practice, drawing upon her legal and economics background, as well as her expertise in the internationally renowned Harvard Business School's negotiation method.

Through her consulting, coaching and training work, Sandy has assisted a myriad of private and government entities across a range of industries to: develop and review corporate negotiation and communication strategies; resolve conflict (both internal and external); and optimise returns on commercial relationships ('ROR').

The interests/needs-based approach is particularly suited to problem-solving in the context of supply chain partners, mergers, joint ventures, partnerships, and family and private businesses.

Sandy has been on the boards of the Victorian Association for Dispute Resolution and the Family Mediation Centre. As the co-founder of Monash Law's Negotiation and Mediation Skills subjects and a respected writer in the field, Sandy has also influenced the practice of negotiation and mediation in Australia.

Outside of work, Sandy enjoys time with her husband and young family. As an avid runner, she ran second marathon in 2011.