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GATEWAY CALIFORNIA

think big. act strategically. pursue bold projects.



Denise Pirrotti Hummel, J.D., is the CEO and Founder of Universal Consensus. As a well-respected cross-cultural strategist, she develops and executes strategies, processes, and training to help clients to succeed in foreign markets. Ms. Pirrotti Hummel is a member of the U.S. State Department Worldwide Speaker and Specialist Program, a program that allows American experts to engage with foreign audiences globally. Pirrotti Hummel was chosen based on the model she developed for Universal Consensus dubbed the Business Model of Intercultural Analysis [BMIA] where pain-points of an organization are evaluated through a series of six comprehensive lenses and used to improve business results worldwide across all cultures. Pirrotti Hummel has, through Universal Consensus, consulted for companies such as FedEx and Qualcomm, and government entities including the U.S. State Department and the Pentagon.

Ms Pirrotti Hummel helped build the University of San Diego's (USD) Certification Program in Cross Cultural Competence & Global Emergence Strategy. She is also the Executive Director of Global Peace Solutions, a non-profit organization, Co-Chair of the International Law Committee of the San Diego Bar Association, a certified mediator for the Superior Court of San Diego, is a Member of the Advocacy Committee of the World Trade Center San Diego, a Member of the Advisory Board of the Citizen Diplomacy Counsel of San Diego and a Board Member of the United Nations Association of San Diego. Hummel is described by clients and colleagues as a compassionate, but driven "can do" connector of people and ideas.

Ms. Pirrotti Hummel is an Ivy League graduate who began her career as an international attorney litigating, negotiating and arbitrating high-profile disputes. Domestically, she tried and won the first class action under the Americans with Disabilities Act, obtaining Emergency 9-11 services for over 200,000 hearing impaired New York City residents. She was named one of the Top 20 Young Attorneys in the U.S. that year by the American Bar Association. Throughout her career, Hummel has devoted decades to international concerns and to the promotion of peace on an individual and global level. She helped champion the movement known as Peace Through Tourism, mentoring and promoting the concept of global citizenry, and was a keynote speaker at the International Institute of Peace Through Tourism Global Summit in Pattaya, Thailand, where she shared the podium with dignitaries from all over the world. She is the author of a book entitled, *SPEAK MILK. DRINK WINE: Becoming a Global Citizen*, which describes her family's cross cultural years in Italy and provides a metaphorical background for the life and business lessons that lead to the development of her consulting and training model. Her cross cultural solutions consulting and training programs have taken her to almost every continent. She speaks English and Italian fluently and French and Spanish, conversationally.