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Education

Ph.D. 1982 Social and Organizational Psychology, State University of New York at Buffalo. Minors: Statistics and Measurement

B.A. 1977 Psychology, University of Delaware

Employment/Research Experience

Professor, Department of Management & Organization, Marshall School of Business, University of Southern California, January 2007 – present (affiliated appointments in the Annenberg School for Communication and Journalism, and Department of Psychology)

Director of Research Initiatives, Marshall School of Business, University of Southern California, September 2014 – 2016

Professor, Department of Psychology, New York University, September 2001 – January 2007 (affiliated appointment in the Leonard N. Stern School of Business)

Professor, Department of Psychology, University of Illinois at Urbana-Champaign, 1985-2001; Assistant Professor (1985), Associate Professor with tenure (1991), Full Professor (1997) (affiliated appointment in the Institute of Labor and Industrial Relations)

Division Head, Division of Social and Organizational Psychology, Department of Psychology, University of Illinois at Urbana-Champaign, 1995-1999, elected annually

Visiting Professor: INSEAD Business School, Fontainebleau, France, 2012; Dept. of Management, Univ. of Western Australia, 2012; Dept. of Psychology, Chinese University of Hong Kong, 2000; Dept. of Psychology, Hebrew University of Jerusalem, 1999

Assistant Professor, College of Business Administration, University of Iowa, 1982-1985

Research and Scholarship

Selected Recent Conference Presentations / Proceedings

1. Carnevale, P.J. (2021, December 13-16). *Lies, damned lies, and disclosure statements in real estate negotiation*. 11th Annual FACE Conference, Rady School of Business, University of California at San Diego.
2. Carnevale, P.J. (2021, August). *Who negotiates and when? Individual differences and context effects in negotiation*. Academy of Management Annual Meeting Proceedings. Symposium Discussant.
<https://journals.aom.org/doi/abs/10.5465/AMBPP.2021.11969symposium>
3. Carnevale, P.J. & Twyman, M. (2021, July). *Cliques in market negotiation*. Paper presented at the 34th Annual Meeting of the International Association for Conflict Management.
4. Carnevale, P.J. & Twyman, M. (2021, July). *Reference shifts in the market ultimatum*. Paper presented at the 34th Annual Meeting of the International Association for Conflict Management.

Accolade

Putnam, L. & Olekalns, M. & Conlon, D. E. & De Dreu, C. K. (2021). From the field to the laboratory: The theory-practice research of **Peter J. Carnevale**. *Negotiation and Conflict Management Research* 14(4), 310-322. doi: <https://doi.org/10.34891/qmmz-6b78>

Books

Carnevale, P.J., & De Dreu, C.K.W. (Eds.) (2006). *Methods of negotiation research*. Leiden, The Netherlands: Martinus Nijhoff Publishers. [<http://www.brill.nl/ines>]

[Winner of the 2008 International Association for Conflict Management Award for Most Outstanding Book Published in the years 2006 and 2007]

Pruitt, D.G., & Carnevale, P.J. (1993). *Negotiation in social conflict*. Buckingham, England: Open University Press.

Refereed Articles

1. Raveendhran, R., Fast, N. J., & Carnevale, P. J. (2020). Virtual (freedom from) reality: Evaluation apprehension and leaders' preference for communicating through avatars. *Computers in Human Behavior*, 111, 106415.

2. Carnevale, P.J. (2019). Strategic time in negotiation. *Current Opinion in Psychology*, 26, 106-112
3. Park, S., Scherer, S., Gratch, J., Carnevale, P. J., & Morency, L. P. (2015). I can already guess your answer: Predicting respondent reactions during dyadic negotiation. *IEEE Transactions on Affective Computing*, 6, 86-96.
4. de Melo, C. M., Gratch, J., & Carnevale, P. J. (2015). Humans versus computers: Impact of emotion expressions on people's decision making. *IEEE Transactions on Affective Computing*, 6, 127-136.
5. de Melo, C., Carnevale, P.J., & Gratch, J. (2014). Using virtual confederates to research intergroup bias and conflict. In *Best Paper Proceedings of the Annual Meeting of the Academy of Management*, 274-279.
6. Dehghani, M., Carnevale, P. J., & Gratch, J. (2014). Interpersonal effects of expressed anger and sorrow in morally charged negotiation. *Judgment and Decision Making*, 9, 104-113.
7. de Melo, C., Carnevale, P., Read, S., & Gratch, J. (2014). Reading people's minds from emotion expressions in interdependent decision making. *Journal of Personality and Social Psychology*, 106(1), 73-88.
8. de Melo, C., Carnevale, P., Gratch, J. (2012). The impact of emotion displays in embodied agents on emergence of cooperation with people. *PRESENCE: Teleoperators and Virtual Environments* 20(5), 449-465.
9. Kirk, D., Gollwitzer, P. M., & Carnevale, P. J. (2011). Self-regulation in ultimatum bargaining: Accepting profitable offers through goals and plans. *Social Cognition*, 29, 528-546.
10. Tunguz, S. & Carnevale, P.J. (2011). Social context effects in the display of emotion: Accountability in a simulated organization. *Journal of Applied Social Psychology*, 41, 1371-1398.
11. Carnevale, P.J. (2008). Positive affect and decision frame in negotiation. *Group Decision and Negotiation*, 17, 51-63.
12. Ledgerwood, A., Liviatan, I., & Carnevale, P.J. (2007). Group identity completion and the symbolic value of property. *Psychological Science*, 18, 873-878.
13. Henderson, M.D., Trope, Y. Carnevale, P.J. (2006). Negotiation from a near and distant time perspective. *Journal of Personality and Social Psychology*, 91, 712-729.
14. Carnevale, P.J., & De Dreu, C.K.W. (2005). Laboratory experiments on negotiation and social conflict. *International Negotiation*, 10, 51-65.

Reprinted in P.J. Carnevale & C.K.W. De Dreu (Eds.) (2006). *Methods of negotiation research*. Leiden, The Netherlands: Martinus Nijhoff Publishers.

15. De Dreu, C.K.W., & Carnevale, P.J. (2005). Disparate methods and common findings in the study of negotiation. *International Negotiation*, 10, 193-203.

Reprinted in P.J. Carnevale & C.K.W. De Dreu (Eds.) (2006). *Methods of negotiation research*. Leiden, The Netherlands: Martinus Nijhoff Publishers.

16. Olekalns, M., Robert, C., Probst, T., Smith, P.L., & Carnevale, P.J. (2005). The impact of message frame on negotiators' impressions, emotions, and behaviors. *International Journal of Conflict Management*, 16, 379-402.
17. De Dreu, C.K.W., & Carnevale, P.J. (2003). Motivational bases of information processing and strategy in negotiation and social conflict. *Advances in Experimental Social Psychology*, 35, 235-291.
18. Triandis, H.C., Carnevale, P.J., Gelfand, M., Robert, C., Wasti, A., Probst, T.M., Kashima, E.S., Dragonas, T., Chan, D., Chen, X.P., Kim, U., Kim, K., de Dreu, C., van de Vliert, E., Iwao, S., Ohbuchi, K., Schmitz, P. (2001). Culture and deception in business negotiations: A multi-level analysis. *International Journal of Cross Cultural Management*, 1, 73-90.
19. Carnevale, P.J., & Choi, DW. (2000). Culture in the mediation of international disputes. *International Journal of Psychology*, 35, 105-110.
20. Probst, T., Carnevale, P.J., & Triandis, H.C. (1999). Cultural values in intergroup and single-group social dilemmas. *Organizational Behavior and Human Decision Processes*, 77, 171-191.
21. Rhoades, J.A., & Carnevale, P. J. (1999). The behavioral context of strategic choice in negotiation: A test of the dual-concern model. *Journal of Applied Social Psychology*, 29, 1777-1802.
22. Laughlin, P.R., Bonner, B.L., Miner, A.G., & Carnevale, P.J. (1999). Frames of reference in quantity estimations by groups and individuals. *Organizational Behavior and Human Decision Processes*, 80, 103-117.
23. Carnevale, P.J., & Probst, T. (1998). Social values and social conflict in creative problem solving and categorization. *Journal of Personality and Social Psychology*, 74, 1300-1309.
24. Robert, C., & Carnevale, P.J. (1997). Group choice in ultimatum bargaining. *Organizational Behavior and Human Decision Processes*, 72, 256-279.

25. Arnold, J., & Carnevale, P.J. (1997). Preference for dispute resolution procedures as a function of intentionality, consequences, and power. *Journal of Applied Social Psychology*, 27, 371-398.
26. O'Connor, K.M., & Carnevale, P.J. (1997). A nasty but effective negotiation strategy: Misrepresentation of a common-value issue. *Personality and Social Psychology Bulletin*, 23, 504-515.
27. McCusker, C., & Carnevale, P.J. (1995). Framing in resource dilemmas: Loss aversion and the moderating effects of sanctions. *Organizational Behavior and Human Decision Processes*, 61, 190-201.
28. Lim, R., & Carnevale, P.J. (1995). Influencing mediator perceptions through bargainer framing. *International Journal of Conflict Management*, 6, 349-368.
29. De Dreu, C.K.W., Carnevale, P.J., Emans, B.J.M., van de Vliert, E. (1995). Gain-loss frames in bilateral negotiation: Resistance to concession making and frame adoption. In W. Stroebe & M. Hewstone (Eds.), *European Review of Social Psychology*. Chichester: Wiley.
30. De Dreu, C.K.W., Carnevale, P.J., Emans, B.J.M., & Van de Vliert, E. (1994). Effects of gain-loss frames in negotiation: Loss aversion, mismatching, and frame adoption. *Organizational Behavior and Human Decision Processes*, 60, 90-107.

Reprinted in M.H. Bazerman (Ed.), *Negotiation, Decision Making and Conflict Management, Volume 1*, Edward Elgar Publishing, 2005.
31. Conlon, D.E., Carnevale, P.J., & Murnighan, K. (1994). Intravention: Third-party intervention with clout. *Organizational Behavior and Human Decision Processes*, 57, 387-410.
32. Arad, S., & Carnevale, P.J. (1994). Partisanship effects in judgments of fairness and trust in third parties in the Palestinian-Israeli conflict. *Journal of Conflict Resolution*, 38, 423-451.
33. Conlon, D.E., Carnevale, P.J., & Ross, W.H. (1994). The influence of third party power and suggestions on negotiation: The surface value of a compromise. *Journal of Applied Social Psychology*, 24, 1084-1113.
34. Hilty, J., & P.J. Carnevale (1993). Black-hat/white-hat strategy in bilateral negotiation. *Organizational Behavior and Human Decision Processes*, 55, 444-469.
35. Carnevale, P.J. & Pruitt, D.G. (1992). Negotiation and mediation. *Annual Review of Psychology*, 43, 531-582.
36. McLaughlin, M., Carnevale, P.J., & Lim, R. (1991). Professional mediators' judgments of mediation tactics: MDS and cluster analyses. *Journal of Applied Psychology*, 76, 465-472.

37. Wittmer, J.M., Carnevale, P.J., & Walker, M.E. (1991). General alignment and overt support in biased mediation. *Journal of Conflict Resolution*, 35, 594-610.
38. Lim, R., & Carnevale, P.J. (1990). Contingencies in the mediation of disputes. *Journal of Personality and Social Psychology*, 58, 259-272.
39. Hollingshead, A. B., & Carnevale, P. J. (1990). Positive affect and decision frame in integrative bargaining. Academy of Management: Best papers proceeding, 385-389.
40. Harris, K.L., & Carnevale, P.J. (1990). Chilling and hastening: The influence of third-party power and interests on negotiation. *Organizational Behavior and Human Decision Processes*, 47, 138-160.
41. Carnevale, P.J., & Henry, R. (1989). Determinants of mediator behavior: A test of the strategic choice model. *Journal of Applied Social Psychology*, 19, 481-498.
42. Idaszak, J.R., & Carnevale, P.J. (1989). Third party power: Some negative effects of positive incentives. *Journal of Applied Social Psychology*, 19, 499-516.
43. Keenan, P.A., & Carnevale, P.J. (1989). Positive effects of within-group cooperation on between-group negotiation. *Journal of Applied Social Psychology*, 19, 977-992.
44. Carnevale, P.J., & Conlon, D. (1988). Time pressure and strategic choice in mediation. *Organizational Behavior and Human Decision Processes*, 42, 111-133.
45. Carnevale, P.J. (1986). Strategic choice in mediation. *Negotiation Journal*, 2, 41-56.
46. Carnevale, P.J., & Isen, A.M. (1986). The influence of positive affect and visual access on the discovery of integrative solutions in bilateral negotiation. *Organizational Behavior and Human Decision Processes*, 37, 1-13.
47. Carnevale, P.J., & Lawler, E.J. (1986). Time pressure and the development of integrative agreements in bilateral negotiation. *Journal of Conflict Resolution*, 30, 636-659.
48. Pruitt, D.G., Carnevale, P.J., Forcey, B., & Van Slyck, M. (1986). Gender effects in negotiation: Constituent surveillance and contentious behavior. *Journal of Experimental Social Psychology*, 22, 264-275.
49. Carnevale, P.J. & Peggnetter R. (1985). The selection of mediation tactics in public-sector labor disputes: A contingency analysis. *Journal of Social Issues*, 41, 65-81.
50. Major, B., Carrington, P.I., & Carnevale, P.J. (1984). Physical attractiveness, self-esteem, and attributions for praise. *Personality and Social Psychology Bulletin*, 10, 43-50.

51. Ben-Yoav, O., Hollander, E.P., & Carnevale, P.J. (1983). Leader legitimacy, leader-follower interaction, and follower ratings of leaders. *The Journal of Social Psychology*, 121, 111-115.
52. Carnevale, P.J., Pruitt, D.G., & Carrington, P.I. (1982). Effects of future dependence, liking, and repeated requests for help on helping behavior. *Social Psychology Quarterly*, 45, 9-14.
53. Smith, D.L., Pruitt, D.G., & Carnevale, P.J. (1982). Matching and mismatching: The effect of own limit, other's toughness, and time pressure on concession rate in negotiation. *Journal of Personality and Social Psychology*, 42, 876-883.
54. Carnevale, P.J., Pruitt, D.G., & Seilheimer, S. (1981). Looking and competing: Accountability and visual access in integrative bargaining. *Journal of Personality and Social Psychology*, 40, 111-120.
55. Major, B., Carnevale, P.J., & Deaux, K. (1981). A different perspective on androgyny: Evaluations of masculine and feminine personality characteristics. *Journal of Personality and Social Psychology*, 41, 988-1001.
56. Kimmel, M., Pruitt, D.G., Magenau, J., Konar-Goldband, E., & Carnevale, P.J. (1980). The effects of trust, aspiration, and gender on negotiation tactics. *Journal of Personality and Social Psychology*, 38, 9-23.
57. Carnevale, P.J., Pruitt, D.G., & Britton, S.D. (1979). Looking tough: The negotiator under constituent surveillance. *Personality and Social Psychology Bulletin*, 5, 118-121.

Refereed Conference Publications in Computer Science

58. de Melo, C., Gratch, J., Carnevale, P.J. (2014). The importance of cognition and affect for artificially intelligent decision makers. In *Proceedings of the 28th Conference on Artificial Intelligence (AAAI'14)*, Québec City, Canada.
59. de Melo, C., Carnevale, P.J., & Gratch, J. (2014). Social categorization and cooperation between humans and computers. In *Proceedings of the Annual Meeting of the Cognitive Science Society (CogSci'14)*.
60. Nouri, E., Park, S., Scherer, S., Gratch, J., Carnevale, P.J., Morency, L-P., Traum, D. (2013) Prediction of strategy and outcome as negotiation unfolds by using basic verbal and behavioral features. In *Proceedings of the 14th Annual Conference of the International Speech Communication Association (INTERSPEECH)*, Lyon, France. August 2013.
61. Khooshabeh, P., de Melo, C., Volkman, B., Gratch, J., Blascovich, J., & Carnevale, P.J. (2013). Cooperative strategies with incongruent facial expressions cause cardiovascular

- threat. In *Proceedings of the 35th Annual Meeting of the Cognitive Science Society (CogSci'13)*.
62. Park, S., Scherer, S., Gratch, J., Carnevale, P.J., & Morency, L-P. (2013). Mutual behaviors during dyadic negotiation: Automatic prediction of respondent reactions. *Proceedings of the 5th Biannual Humaine Association Conference on Affective Computing and Intelligent Interaction (ACII '13)*, Sep. 2013, pp.423-428.
 63. Nouri, E., Park, S., Scherer, S., Gratch, J., Carnevale, P.J., & Morency, L-P. & Traum, D. (2013). Prediction of negotiation strategy and outcome by using basic verbal and behavioral features, *Proceedings of the 14th Annual Conf. of the Int'l Speech Communication Association (Interspeech '13)*, August.
 64. Park, S., Scherer, S., Gratch, J., Carnevale, P.J., & Morency, L-P. (2013). Mutual behaviors during dyadic negotiation: Automatic prediction of respondent reactions. In *Proceedings of the International Conference of Affective Computing and Intelligent Interaction (ACII'13)*, Geneva, Switzerland.
 65. de Melo, C., Gratch, J., Carnevale, P.J. (2013). The effect of agency on the impact of emotion expressions on people's decision making. In *Proceedings of the International Conference of Affective Computing and Intelligent Interaction (ACII'13)*, Geneva, Switzerland.
 66. de Melo, C., Carnevale, P.J., Read, S., & Gratch, J. (2012). Reverse appraisal: The importance of appraisals for the effect of emotion displays on people's decision-making in a social dilemma. *Proceedings of the 34th Annual Meeting of the Cognitive Science Society*. Sapporo, Japan. 2012.
 67. de Melo, C., Carnevale, P.J., & Gratch, J. (2012). The effect of virtual agent's emotion displays and appraisals on people's decision making in negotiation. In *Proceedings of the 12th International Conference on Intelligent Virtual Agents (IVA'12)*.
 68. de Melo, C., Carnevale, P.J., Read, S., Antos, D., & Gratch, J. (2012). Bayesian model of the social effects of emotion in decision-making in multiagent systems. In *Proceedings of 11th International Conference on Autonomous Agents and Multiagent Systems (AAMAS'12)*, Valencia, Spain.
 69. de Melo, C., Carnevale, P.J., & Gratch, J. (2011). Reverse appraisal: Inferring from emotion displays who is the cooperator and the competitor in a social dilemma. In *Proceedings of the 33rd Annual Meeting of the Cognitive Science Society (CogSci'11)*, Boston, MA, 396-401.
 70. de Melo, C., Carnevale, P.J., & Gratch, J. (2011). Reverse appraisal: Inferring from emotion displays who is the cooperator and the competitor in a social dilemma. In *Proceedings of The 33rd Annual Meeting of the Cognitive Science Society (CogSci'11)*.
 71. de Melo, C., Carnevale, P.J., Antos, D., & Gratch, J. (2011). A computer model of the interpersonal effect of emotion displayed in a social dilemma. In *Proceedings of Affective*

Computing and Intelligent Interaction (ACII'11), 6974, 67-76. DOI: 10.1007/978-3-642-24600-5_10.

72. de Melo, C., Carnevale, P.J., & Gratch, J. (2011). The effect of expression of anger and happiness in computer agents on negotiations with humans. In *Proceedings of Autonomous Agents and Multiagent Systems (AAMAS'11)*, Taipei, Taiwan, 937-944.
73. de Melo, C., Carnevale, P.J., & Gratch, J. (2010). The influence of emotions in embodied agents on human decision-making. In *Proceedings of Intelligent Virtual Agents (IVA'10)*, pp. 357-370.
74. Novielli, N., Carnevale, P.J., & Gratch, J. (2008). Cooperation attitude in negotiation dialogs. *Proceedings of LREC2008 – Corpora for Research on Emotion and Affect*, Marrakech, Morocco.

Book Chapters

75. Carnevale, P.J. (2015). Four examples of scholarly influence and a note on embodied negotiation. In W. Donohue & D. Druckman, D. (eds). *Searching for better agreements and finding them: Contributions of Dean G. Pruitt*. Dordrecht, The Netherlands: Republic-of-Letters.
76. Carnevale, P.J. (2015). To be a scholar par excellence. In W. Donohue & D. Druckman, D. (eds). *Searching for better agreements and finding them: Contributions of Dean G. Pruitt*. Dordrecht, The Netherlands: Republic-of-Letters.
77. Carnevale, P.J. (2014). Creativity in the outcomes of conflict. In P.T. Coleman, M. Deutsch, & E.C. Marcus (Eds.) *Handbook of Conflict Resolution*, 3rd Edition. San Francisco: Jossey-Bass.
78. Carnevale, P.J. & Kim, Y K. (2012). The dual-concern model. In E. H. Kessler (Ed.), *Encyclopedia of Management Theory*. Thousand Oaks, CA: Sage Publications.
79. Carnevale, P.J. & Kim, Y K. (2012). Negotiation. In V.S. Ramachandran (Ed.), *Encyclopedia of human behavior, 2nd Edition*. New York: Academic Press.
80. Cho, Y., Overbeck, J. R., & Carnevale, P. J. (2011). Status conflicts in negotiation. *Research on Managing Groups & Teams, Vol. 14* (pp. 111-136). Bingley, UK: Emerald.
81. Carnevale, P.J. (2010). Dynamics of frame change: The remarkable lightness of frames, and sticky frames. In William A. Donohue, Sanda Kauffman, and Randall G. Rogan (Eds.), *Framing in Negotiation: State of the Art*. Cresskill, NJ: Hampton Press.
82. Carnevale, P.J. (2009). Mediation of disputes. In J. Levine & M. Hogg (Eds.), *Encyclopedia of Group Processes and Intergroup Relations*. Thousand Oaks, CA: Sage.

83. Carnevale, P.J. (2007). Theory of conflict in the workplace: Whence and whither. In C.K.W. De Dreu & M.J. Gelfand (Eds.), *The psychology of conflict and conflict management in organizations*. New York: Lawrence Erlbaum.
84. Carnevale, P.J. (2006). Creativity in the outcomes of conflict. In M. Deutsch, P.T. Coleman, & E.C. Marcus (Eds.) *Handbook of conflict resolution*, 2nd Edition (pp. 414-435). San Francisco: Jossey-Bass.
85. Carnevale, P.J., & De Dreu, C.K.W. (2006). Motive: The negotiator's raison d'être. In Leigh Thompson (Ed.), *Frontiers of social psychology: Negotiation theory and research* (pp. 55-76). New York: Psychology Press.
86. Carnevale, P.J. (2005). Psychological barriers to negotiation. In Shimon Shamir & Bruce Maddy-Weitzman (Eds.), *The Camp David Summit: What went wrong?* (pp. 210-218). Brighton: Sussex Academic Press.
87. Carnevale, P.J., Cha, Y.S., Wan, C., & Fraidin, S. (2004). Adaptive third parties in the cultural milieu.. In M. Gelfand and J. Brett (Eds.), *Handbook of negotiation and culture* (pp. 280-294). Palo Alto: Stanford University Press.
 - Reprinted in L. Munduate & F.J. Medina (Eds) (2005), *Conflicto , Negociación y Mediación* [Conflict, Negotiation and Mediation]. Madrid: Pirámide.
 - Reprinted in D. Druckman & P. F. Diehl (Eds.) (2006), *Conflict resolution* (Sage Library of International Relations). London: Sage Publications.
88. Carnevale, P.J. (2002). Mediating from strength. In J. Bercovitch (Ed.), *Studies in international mediation: Essays in honor of Jeffrey Z. Rubin* (pp. 25-40). London, New York: Palgrave-MacMillan.
89. Carnevale, P.J., & Leung, K. (2001). Cultural dimensions of negotiation. In M.A. Hogg & Tindale, R.S. (Eds), *Blackwell handbook of social psychology, Vol 3: Group processes* (pp. 482-496). Oxford, UK: Blackwell Publishers.
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90. Kramer, R.M., & Carnevale, P.J. (2001). Trust and intergroup negotiation. In R. Brown & S. Gaertner (Eds.), *Blackwell Handbook of Social Psychology, Vol 4: Intergroup Relations* (pp. 431-450). Oxford, UK: Blackwell Publishers.
91. Carnevale, P.J. (2000). Negotiation. In A.E. Kazdin (Ed.), *Encyclopedia of psychology*. New York: Oxford University Press and American Psychological Association.
92. Carnevale, P.J., & Probst, T. (1997). Conflict on the internet. In S. Kiesler (Ed.), *Culture of the internet* (pp. 233-255). Mawpah, New Jersey: Lawrence Erlbaum.

93. Carnevale, P.J., & Probst, T. (1997). Good news about competitive people. In C.K.W. de Dreu & E. Van de Vliert (Eds.), *Using conflict in organizations* (pp. 129-146). London: Sage.
94. Carnevale, P.J., & Arad, S. (1996). Bias and impartiality in international mediation. In J. Bercovitch (Ed.), *Resolving international conflicts: The theory and practice of mediation* (pp. 39-53). Boulder, CO: Lynne Rienner.
95. Carnevale, P.J. (1995). Property, culture, and negotiation. In R. Kramer & D.M. Messick (Eds.), *Negotiation as a social process* (pp. 309-323). Newbury Park, CA: Sage Publications.
96. Carnevale, P.J., O'Connor, K., & McCusker, C. (1993). Time pressure in negotiator and mediator decision making. In O. Svenson & J. Maule (Eds.), *Time pressure and stress in human judgment and decision making* (pp. 117-127). Cambridge: Cambridge University Press.
97. Carnevale, P.J. (1993). Negotiation. In V.S. Ramachandran (Ed.), *Encyclopedia of human behavior*. New York: Academic Press.
98. Komorita, S.S., & Carnevale, P.J. (1992). Motivational arousal vs. decision framing in social dilemmas. In W.B.G. Liebrand, D.M. Messick, & H.A.M. Wilke (Eds.), *A social psychological approach to social dilemmas*. New York: Pergamon Press.
99. Carnevale, P.J., & Keenan, P.A. (1991). The resolution of conflicts in organizations and collective bargaining. In J. Hartley & G. Stephenson (Eds.), *The psychology of employment relations*. London: Basil Blackwell.
100. Carnevale, P.J., Putnam, L., Conlon, D., & O'Connor, K. (1991). Effective behavior in community mediation. In K. Duffy, P. Olczak, & J. Grosch (Eds.), *Community mediation*. New York: Guilford Press.
101. Carnevale, P.J., & Hollingshead, A. (1991). Negotiating for your group. In R. Brown (Ed.), *Encyclopedia of human behavior*, Vol. 13 (pp. 1906-1915). New York: Marshall Cavendish.
102. Carnevale, P.J., Conlon, D., Hanisch, K., & Harris, K. (1989). Experimental research on the strategic choice model of mediation. In K. Kressel & D.G. Pruitt (Eds.), *Mediation research: The process and effectiveness of third party intervention*. San Francisco: Jossey-Bass, Inc.
103. Carnevale, P.J., Lim, R., & McLaughlin, M. (1989). Contingent mediator behavior and its effectiveness. In K. Kressel & D.G. Pruitt (Eds.), *Mediation research: The process and effectiveness of third party intervention*. San Francisco: Jossey-Bass, Inc.

104. Carnevale, P.J., Harris, K., Idaszak, J., Henry, R., Wittmer, J., & Conlon, D. (1988). Modeling mediator behavior in experimental games. In R. Tietz, W. Albers, & R. Selton (Eds.), *Modeling bounded rational behavior in experimental games and markets*. New York: Springer-Verlag.
105. Carnevale, P.J. (1986). Mediating disputes and decisions in organizations. In R. Lewicki, B. Sheppard, & M. Bazerman (Eds.), *Research on negotiation in organizations, Vol. 1*. Greenwich, Connecticut: JAI Press.
106. Carnevale, P.J. (1985). Mediation of international disputes. In S. Oskamp (Ed.), *Applied social psychology annual, Vol. 6*. Beverly Hills: Sage.
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108. Pruitt, D.G., Carnevale, P.J., Ben-Yoav, O., Nochajski, T.H., & Van Slyck, M.R. (1983). Incentives for cooperation in integrative bargaining. In R. Tietz (Ed.), *Aspiration levels in bargaining and economic decision making*. Berlin-Heidelberg-New York: Springer-Verlag.
109. Finn, J.D., & Carnevale, P.J. (1982). Multivariate analysis. In H.E. Mitzel (Ed.), *Encyclopedia of educational research (5th ed.)*. New York: Macmillan.
110. Pruitt, D.G., & Carnevale, P.J. (1982). The development of integrative agreements. In V. Derlega & J. Grzelak (Eds.), *Cooperation and helping behavior: Theories and research*. New York: Academic Press.
111. Pruitt, D.G., Kimmel, M., Britton, S., Carnevale, P.J., Magenau, J., Peragallo, J., & Engram, P. (1978). The effect of accountability and surveillance on integrative bargaining. In H. Sauermann (Ed.), *Contributions to experimental economics, Vol. 7*. Mohr: Tubingen.

Edited Journal Special Issues

Carnevale, P.J., & De Dreu, C.K.W. (2005). Interdisciplinary research methods in social conflict and negotiation II. *International Negotiation*, Volume 10, no. 1.

Carnevale, P.J., & De Dreu, C.K.W. (2004). Interdisciplinary research methods in social conflict and negotiation I. *International Negotiation*, Volume 9, no. 3.

Reports, Abstracts, Commentaries, Forwards, Book Reviews, Newsletters

Hollingshead, A.B., & Carnevale, P.J. (2014). Teams and Technologies for a New Data World: Emerging Technical Advances that are Revolutionizing Behavioral Interaction and Its Study. National Research Council. The Context of Military Environments: An Agenda for Basic Research on Social and Organizational Factors Relevant to Small Units. Committee on the Context of Military Environments: Social and Organizational Factors, Board on Behavioral, Cognitive, and Sensory Sciences, Division of Behavioral and Social Sciences and Education. Washington, DC: The National Academies Press.

Kolb, D., & Carnevale, P.J. (2007). When dividing the pie, smart negotiators get creative. *Negotiation: Harvard Program on Negotiation Newsletter*, 10, 9-11.

Carnevale, P.J., & De Dreu, C.K.W. (2004). Methods of negotiation research. *International Negotiation*, 9, 340-344.

Carnevale, P.J. (1992). The usefulness of mediation theory. *Negotiation Journal*, 8, 387-390. [reply to E. van de Vliert (1992), Questions about the strategic choice theory of mediation. *Negotiation Journal*, 8, 379-386.]

Carnevale, P.J. (1990). [Review of The social psychology of intergroup and international conflict resolution by Ronald J. Fisher]. *International Journal of Conflict Management*, 1, 397-403.

Carnevale, P.J. (1989). Peace via quantum physics and dreams [Review of Peacemaking: A systems approach to conflict management by Lynn Sandra Kahn]. *Contemporary Psychology*, 34, 603-604.

Carnevale, P.J. (1986). An unnecessary neologism in two systems of mediation. *Negotiation Journal*, 2, 357-361. [reply to J.K. Murnighan (1986), The structure of mediation and intravention: Comments on Carnevale's strategic choice model. *Negotiation Journal*, 2, 351-356.

Carnevale, P.J. (1982). Vividness and judgmental bias: The role of availability, imagery, attention, and attribute weighting. [Dissertation Abstracts International] *Dissertation Abstracts International*. Vol 43(5-B) 1657, Nov. (co-chairs: Profs. Dean Pruitt and Jim Pomerantz).

Invited Talks / Academic Workshops

Discussant on Peter Coleman's talk, UCLA Law School Negotiation & Conflict Resolution Program, January 2014.

Moderator, panel on negotiation, First Conference of the Women in Business Club at USC Marshall School of Business, January 24, 2014.

Speaker, negotiations workshop, Graduate Women in Business Club at USC Marshall School of Business. October, 2013.

Speaker, Summer Institute in Political Psychology, Stanford University, July 2011.

Breakfast Speaker, Program on Negotiation, Harvard University, Psychological Processes in Negotiation speaker series, Harvard Faculty Club, October 2010.

Discussant on Rachel Croson's talk at the UCLA Law School Negotiation & Conflict Resolution Program, February 2010.

Lecturer, Summer Institute in Political Psychology, Stanford University, July 2009.

Distinguished Scholar, Melbourne Business School, Australia, February - March 2006.

Dinner Speaker, Program on Negotiation, Harvard University, Psychological Processes in Negotiation speaker series, Harvard Faculty Club, April 2006.

Discussant, National Research Council Workshop, Committee on Opportunities in Basic Research in the Behavioral and Social Sciences for the U.S. Military. National Academy of Sciences, Washington D.C, October 2006.

Speaker, Conference on Collaboration at Work, The Harvard Club, New York, November, 2004.

Air Force Office of Scientific Research, Workshop on Culture and Personality in Models of Adversarial Decision-Making, invited talk on "Culture and Conflict," McLean, VA, November, 2003.

Speaker, conference on "The Camp David Summit, 2000: What Went Wrong? – Lessons for the Future" Tel Aviv University, Israel, 16-18 June 2003 (most of the negotiators, and the US mediation team at Camp David, were present).

Faculty, Summer School on Social Conflict, 25-30 August 2002, Schloss Clemenswerth, Germany (co-faculty with Kwok Leung, Bill Zartman, and Mort Deutsch).

Keynote Address, American Psychological Association, joint session of Divisions 52 (International Psychology) and 8 (Society for the Psychological Study of Social Issues, SPSSI), August, 1998.

Speaker, Conference on Diplomacy and Psychology, Stockholm, August 27-30, 1998.

Speaker, The Jeffrey Z. Rubin Memorial Conference, Program on Negotiation at Harvard Law School, October, 1996, Panel on Culture and Negotiation.

Speaker, United States Information Agency, Mexico, March 11-23, 1995. About 25 presentations on conflict resolution to various government and nongovernmental organizations, including the Ministry of the Interior of Mexico, the Governor and cabinet of Jalisco, etc.

Faculty, Political Psychology Summer Workshop, Ohio State University, August, 1995.

Invited speaker, Midwest Psychological Association, Chicago, May, 1991.

Invited speaker, Conference on dispute resolution in the courts, Illinois Criminal Justice Information Authority, Chicago, July, 1990.

Colloquium Presentations over the Years

Departments of Psychology / Industrial Psychology and Social Psychology Programs:

Dartmouth College, Purdue University, Brown University, University of Virginia, Teachers College Columbia University, Barnard College, Columbia University, The University of Groningen, the Netherlands, University of Amsterdam, the Netherlands, Free University of Amsterdam, the Netherlands, SUNY at Albany, Ohio State University, New York University, Hebrew University of Jerusalem, Israel, Tel Aviv University, Israel, University of Hong Kong, Yale University, University of Massachusetts, Amherst;

2008-present: USC; UCLA; UC Santa Barbara;

Business schools and management programs:

Melbourne Business School, University of Southern California, Washington University in St. Louis, Tulane University, Northwestern University, University of Arizona, Center for Decision Research, University of Chicago, Columbia University, University of Iowa, University of Illinois at Urbana-Champaign, Technion Haifa Israel, City University of Hong Kong, Wharton, University of Pennsylvania, Yale University, Carnegie Mellon University.

2008-present: University of Texas, Dallas; UCLA; UC Irvine; INSEAD, Fontainebleau and Singapore; University of Michigan Ross School of Business; UC Riverside; Haas School, UC Berkeley.

Other programs:

- The Center for the Decision Sciences, Columbia University
- Program on Negotiation, Harvard Law School, Harvard University
- Department of Social & Decision Sciences, Carnegie Mellon University
- Peres Institute for Diplomacy and Regional Cooperation, Tel Aviv University, Ramat-Aviv, Israel.
- Program on Conflict Resolution, George W. Bush Center, Texas A&M University
- Many universities in Mexico: UNAM, ITAM, COLMEX, University of the Americas, CIDE, University of Coahuila Law School, etc.
- Institute for Creative Technologies, USC.

Past Conference Presentations (>200 papers have been presented at various meetings)

Academy of Management Annual Meeting, 1983-4, 86-91, 1993, 95, 97-99, 2004-7, 2010-13, 2018-2021.

Society for Personality and Social Psychology, 2011-12.

International Association for Conflict Management:

1987, Fairfax, Virginia; 1989, Athens, Georgia; 1990, Vancouver, British Columbia, Canada; 1991, Den Dolder, the Netherlands; 1992, Minneapolis, Minnesota; 1993, Hengelhof, Belgium; 1994, Eugene, Oregon; 1995, Lo-Skolen, Denmark; 1996, Ithaca, New York; 1997, Bonn, Germany; 1998, College Park, Maryland; 1999, San Sebastian-Donostia, Spain; 2001, Paris; 2002, Salt Lake City, Utah; 2005, Seville; 2006, Montreal; 2008, Chicago; 2009, Kyoto; 2011, Istanbul; 2013, Tacoma; 2014, Coral Gables. 2015, Leiden; 2016, New York City; 2017, Berlin; 2018, Philadelphia; 2019, Dublin; 2020, 2021 virtual.

Annual Meeting of the Society of Experimental Social Psychology, 1994, 1995, 1996, 2004.

Annual Meeting of the Association for Psychological Science, 1989, 1996.

Annual Meeting of the American Psychological Association, 1979, 1981, 1983-1987, 1989.

Annual Meeting of the American Political Science Association, 1993.

Annual Meeting of the Mathematical Psychology Society, 1987.

Annual Meeting of the Society of Industrial/Organizational Psychology, 1988, 1989, 1991, 2003.

2nd Conference on Experimental Economics, Frankfurt, Germany, 1978.

3rd Conference on Experimental Economics, Winzenhohl, West Germany, 1982.

4th Conference on Experimental Economics, Bielefeld, West Germany, 1986.

TIMS/ORSA Annual Meeting, San Francisco, 1984.

2nd Negotiating in Organizations Conference, Durham, N.C., 1985.

Interdisciplinary Conference on Social Conflict, Nags Head Conference Center, N.C., 1985.

3rd National Conference on Peacemaking and Conflict Resolution, Denver, 1986.

Annual Meeting of the Society of Professionals in Dispute Resolution, New York, 1987.

Annual Meeting of the International Studies Association, April, Washington, D.C., 1987.

3rd International Conference on Social Dilemmas, Groningen, The Netherlands, July, 1988.

4th International Conference on Social Dilemmas, Hokaido, Japan, July, 1990.

9th International Conference on Social Dilemmas, Chicago, 2001.

International Conference on Social Justice, Leiden, The Netherlands, August, 1988.

9th Meeting of the International Society Political Psychology, Amsterdam, Netherlands, 1986.

14th Meeting of the International Society of Political Psychology, Helsinki, Finland, 1991.

15th Annual Meeting of the International Society of Political Psychology, San Francisco, 1992.

Annual Meeting of the Eastern Psychological Association: 1977-1984.

Midwest Psychological Association, 1993.

International Communication Association, Seoul, Korea, 2002.

Professional Activities and Awards

Research Grants and Fellowships

- 2014-2017 U.S. Air Force Office of Scientific Research (AFOSR: Modeling and exploiting the theoretical function of emotion in human-machine teams (it's not always bad to be a machine) (Co-PI with Jon Gratch, Stacey Marsella, and Morteza Deghami, USC Institute for Creative Technologies), total award \$1,185,000).
- 2012-2017 National Science Foundation Grant IIS-1211064: *SoCS: Achieving the Interpersonal Function of Emotion in Human-Machine Collaboration* (Co-PI with Jon Gratch, USC Institute for Creative Technologies), total award \$750,000.
- 2009-2012 U.S. Air Force Office of Scientific Research (AFOSR : *Validating a computational model of emotion's consequences for decision-making* (Co-PI with Jon Gratch and Stacey Marsella, USC Institute for Creative Technologies), total award \$933,000.
- 2005-2011 National Science Foundation Grant SES-0453301 (transferred to USC as SES-0836004): *Group Effects in Bilateral Negotiation* (Principal Investigator: \$234,623).
- 1993-1997 National Science Foundation Grant DBS-9210536: *Culture and Negotiation Behavior* (Principal Investigator; Co-PI: Harry C. Triandis: \$193,948).
- 1988-1992 National Science Foundation Grant BNS-8809263: *Strategic Choice in Mediation* (Principal Investigator: \$178,969).
- 1989, 1997 Arnold O. Beckman Research Award, University of Illinois at Urbana-Champaign.
- 1984 IBM Corp. Education Development Grant, University of Iowa.
- 1978-1979 NIMH National Research Service Award, SUNY at Buffalo.
- 1976 Undergraduate Honors Thesis Grant, University of Delaware.

Professional Awards and Honors

2020: Fellow, International Association for Conflict Management.

2015: Fellow, Society for Personality and Social Psychology.

2014: Best paper award, Academy of Management, CM Division.

2009: Fellow, Society of Experimental Social Psychology.

2008: *Award for Most Outstanding Book Published in 2006-2007*, International Association for Conflict Management (for the book *Methods in Negotiation Research*)

2008: *Award for Excellence in Service*, Department of Management and Organization, University of Southern California, Marshall School of Business.

2006: Best Theoretical Paper Award, International Association for Conflict Management.

2002: The Jeffrey Z. Rubin Theory-to-Practice Award, from the Harvard University Program on Negotiation and the International Association for Conflict Management.

1998: “Most Influential Article Award” from the Conflict Management Division, Academy of Management, for the article “Negotiation and Mediation” (*Annual Review of Psychology*, 1992): “For an article that stood the test of time, cited frequently in a variety of works, used in classes and for student reading, became a turning point for a research direction, and made an innovative contribution to shaping a research area.”

1992, Erik H. Erikson Early Career Award, International Society of Political Psychology.

1992, Edwin E. Ghiselli Award for Research Design, American Psychological Association, Division 14, Society for Industrial and Organizational Psychology (with Julie Olson).

1992, 1991, Best Empirical Paper Award, International Association for Conflict Management.

1994, Outstanding Book Runner-Up Award, International Association for Conflict Management.

Golden Key National Honorary Society; Sigma Xi

Fellow, Association for Psychological Science

Professional Activities

Professional Organizations:

Chair, 2021, International Association for Conflict Management Early Career Award committee (with Profs. Maurice Schweitzer, Michele Gelfand, and Juliana Schroeder).

Chair, 2018, International Association for Conflict Management constitution revision committee.

Advisory Council, International Association for Conflict Management, 2004-present.

Chair, 2010, Most Influential Paper Award Committee, Academy of Management Conflict Management Division, an award given for “The most influential article or book chapter published during the period 2002 through 2005 that has made a major impact on the field of conflict management.” (Committee members: Rachel Croson, Kwok Leung, Barbara Gray, Madan Pillutla)

Chair, New-Logo Committee, International Association for Conflict Management, 2006.

Co-Organizer, Groups Pre-conference at the Society of Experimental Social Psychology, Boston, October, 2003.

President, International Association for Conflict Management, elected, 1997-1998.

Division Chair, the Conflict Management Division of the Academy of Management, elected, 1998-1999.

Program Chair, the Conflict Management Division of the Academy of Management, elected, for the 1997 Boston Annual Conference.

Member of the Board of Directors, the Conflict Management Division of the Academy of Management. Elected to a one-year term as Member-at-Large, 1992-1993.

Member of the Board of Directors, the International Association for Conflict Management. Elected to a two-year term, 1990-1992.

Program Chair, Seventh Annual Conference of the International Association for Conflict Management, Eugene, Oregon, June, 1994.

Awards Committee, Society for Industrial and Organizational Psychology, 1993-1995.

APA Division 23 (Consumer Psychology) Dissertation Award Committee, 1986.

Membership in Professional Organizations:

Academy of Management
Society of Experimental Social Psychology
Association for Psychological Science
International Association for Conflict Management
Society for Personality and Social Psychology

Membership on Journal Editorial Boards:

- *Negotiation and Conflict Management Research* (official publication of the International Association for Conflict Management), 2006-present.
- *Journal of Applied Social Psychology*, 1996- present.
- *International Journal of Conflict Management*, 1990-1993; 2005.
- *Organizational Behavior and Human Decision Processes*, 1998-2002; 2020-present
- *Journal of Personality and Social Psychology*, 1996-2002.
- *Group Processes and Intergroup Relations*, 1997-2003.
- *Group Dynamics: Theory, Research, and Practice*, 1996-2002.
- *Harvard Negotiation Journal* (Founding member, International Advisory Board), 1986-2001.
- *Social Psychology Quarterly* (formerly Sociometry), 1983-1986.
- *Journal of Social Issues* (Issue on "Constructive Conflict Management"), 1994.
- Advisory Board Member of SSRN Harvard Law School Program on Negotiations Research Paper Series, 2002-present; Editorial Board, SSRN - Culture, Conflict, and Negotiation, 2002-present; Editorial Board, SSRN - Mediation and third parties, 2002-present.

Ad-hoc Reviewer for the Following:

Industrial Relations, Journal of Applied Psychology, Journal of Applied Social Psychology, Journal of Conflict Resolution, Journal of Consumer Research, Journal of Experimental Social Psychology, Journal of Occupational Behavior, Journal of Personality and Social Psychology, Motivation and Emotion, Negotiation Journal, Organizational Behavior and Human Decision Processes, Personality and Social Psychology Bulletin, Social Behavior, Social Psychology Quarterly, Administrative Science Quarterly, Basic and Applied Social Psychology, Academy of Management Review, Psychological Review, Academy of Management Journal, Psychological Bulletin, International Journal of Conflict Management, Communication Monographs, Management Science, Group Processes and Intergroup Relations.

National Science Foundation. Contributing Reviewer to the Division of Social and Developmental Psychology and the Division of Decision and Management Sciences.

National Science Foundation, Review Panel member: Decision, Risk, and Management Sciences.

National Science Foundation, Review Panel member: Cyber security.

Service on Committees at University of Southern California

Oversight Committee on Athletic Academic Affairs
Marshall School personnel committee
Management Department personnel committee
Co-chair, faculty search committee in organizational behavior
Coordinator of the PhD program for the Management and Organization Department
Marshall School Behavioral Laboratory Committee

Service on Committees at New York University

Psychology Department Personnel Committee (elected, 2003-2005)
Various faculty search committees

Service on Committees at the University of Illinois at Urbana-Champaign

College and University:

College of Liberal Arts and Sciences Faculty Appeals Committee (elected, 2 year term, 1995-1997); Chair, College of Liberal Arts and Sciences Committee on Admissions & Academic Standards, (1996-1997); College of Liberal Arts and Sciences Committee on Admissions & Academic Standards (elected, 2 year term, 1995-1997); Vice-Chancellor committee to implement mediation in the residence halls (1994)

Department of Psychology:

Department of Psychology Advisory Committee, elected annually, 1995-1999;
Coordinator, Division of Social, Personality, and Organizational Psychology, elected annually, 1995-1999; Committee on endowed chairs appointments (1995); Various department promotion committees, tenure and promotion to Full Professor; Faculty search committee in social psychology (1994; 1996; 1997; 1998); Various years: Department of Psychology Undergraduate Studies Committee; Department Ethics Committee; Department Computer Lab Committee; Department Space Committee; Chair, Organizational psychology qualifying exam committee (various years); Chair, Organizational psychology graduate admissions committee (various years); Coordinator, Social-Organizational colloquium (various years).

Doctoral Students: Chair, Co-chair, or Director of Research of the Following Dissertation Committees, with year of degree, last known employment, and title of thesis:

UIUC

1. **Donald Conlon**, 1988. Professor and Chair, Department of Business Administration, Michigan State University. "Mediator Behavior and Interests: Effects on Disputant Perceptions."
2. **Robert Bontempo**, 1989. Adjunct Professor, Department of Business Administration, Columbia University. "Behavioral Decision Theory and the Negotiation Process: Effects of Agenda and Frame."
3. **Rodney Lim**, 1990, Assistant Professor, Department of Business Administration, Tulane University, "Framing Mediator Decisions through the Development of Expectations: A Range Frequency Explanation."
4. **Karen Harris**, 1990, Professor, Department Psychology, Western Illinois University. "Continuity in Conflict: Past Events and their Impact on Mediation Practice."
5. **Julie Olson**, 1992, Professor, Department of Business Administration, California State University, Fresno. "Voicing Discontent: What Happens to the Grievance Filer Post Grievance?"
6. **John Hilty**, 1992, Computer software consultant, Urbana, Illinois. "Prediction of Social Events Using a Classifier System."
7. **Carsten de Dreu**, 1994, Professor, University of Amsterdam, The Netherlands. "Gain and Loss Frames in Bilateral Negotiation."
8. **Christopher McCusker**, 1994, Associate Professor, School of Management, Yale University. "Individualism-Collectivism and Relationships in Distributive Negotiation."
9. **Kathleen O'Connor**, 1994, Associate Professor, Department of Organizational Behavior, Cornell University. "Negotiation Teams: The Impact of Caucusing and Team Accountability on Interaction Process and Outcome."
10. **Michele Gelfand**, 1995, Professor, Department of Psychology, University of Maryland, College Park. "Attributes of Individualism and Collectivism and the Behavior of Representatives in Intergroup Negotiation."
11. **Josh Arnold**, 1996, Associate Professor, Department of Management, California State University, Longbeach. "The Effect of Mediator Credibility on Disputants' Perceptions and Behavior."
12. **Jon Rhoades**, 1997. Mercer Consulting Group, Inc., New York City. "The Role of Affect in Conflict Perceptions and Behavior."
13. **Yeow Siah Cha**, 1999. Assistant Professor, Department of Psychology, National University of Singapore, Singapore. "Using the concepts of framing and loss aversion to answer pertinent questions on cooperative behaviors in social dilemmas."
14. **Dong-Won Choi**, 2003. Visiting Assistant Professor, University of Illinois at Urbana-Champaign. "Lay Theories of Integration and Distribution, Convergent Expectations, and Motivation in Bilateral Negotiation."

NYU

15. **Cliff Jay**, 2005. Aon Corporation. "Generalized versus direct affect and the effect of other's behavior in negotiation."
16. **Aaron Wallen**, 2006. Postdoctoral fellow, Columbia University Business School, "Perceptions of advantage and disadvantage in bilateral negotiation."
17. **Crystal Matsibekker**, 2009. COO, FiSQL Analytics. "The snob effect: The psychology of negotiation tactics in the salesroom."

USC

18. **Yookyoung Kim**, 2016. Adjunct professor, USC. Scarcity in negotiation.

Post-Doctoral Student: Celso De Melo, PhD in computer science from USC, 2013-2015.

Membership on the Following Dissertation Committees

- **Psychology:** Bill Bottom (1989); Deb Gruenfeld (1993); Russ Cooper (1993), Vairam Arunachalam (Accountancy, 1991); Susan Zimmerman (1991); Xiao-ping Chen (1993); Mike Olson (1997); Brad Heil (1997); Ken Linfield (1998); Bryan Bonner (1999); Tahira Probst (1998).
- **Labor and Industrial Relations:** Casey Barczick (1989); Dwight Frink (1994); James Dulebohn (1995); D.P.S. Bhawuk (1995).
- **At NYU Psychology:** Marlone Henderon (2006), Caterina Bulgarella (2004); Angie Davis (2004); Kara Anne Chan (MA, 2004)

At USC:

Business School: Emily Tuswan (2009); Yeri Cho (2012).

International Relations: David Walker (2013); Seanon Wong (2013).

Annenberg: Young Ji Kim (2014).

Computer Science: Celso de Melo (2013).

Courses Taught at Illinois

- UIUC “Campus-wide list of teachers ranked as excellent by their undergraduate students”
- Junior/Senior/Beginning Graduate Student Level: Introduction to Industrial-Organizational Psychology, Introduction to Social Psychology, Industrial-Social Psychology. Psychology of Industrial Relations, Third Parties in International Security and Conflict, Psychology of International Negotiation
- Graduate Level: Theory and Research in Organizational Psychology, Seminar on Negotiation and Mediation, Research Methods, Seminar on Computer Simulation of Social Behavior, Foundations of Industrial-Organizational Psychology (team taught)

Courses Taught at NYU

- Undergraduate: Seminar on Conflict and Negotiation (N = 20), Social psychology (lecture, N = 125), Honors thesis tutorial (N = 15)
- Graduate: Seminar on Conflict and Negotiation. Seminar on Decision Making

Courses Taught at USC

Undergraduate negotiation

MBA negotiation

PhD research methods

Global Executive MBA (GEMBA), Shanghai Jiao Tong University, China

International Business Education and Research MBA (IBEAR)