

Leigh Thompson

J. Jay Gerber Distinguished Professor of Dispute Resolution and Organizations

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Academic History:

2001 - present	J. Jay Gerber Distinguished Professor of Dispute Resolution and Organizations, Northwestern U.
1995 - 2001	John L. & Helen Kellogg Distinguished Professor of Management and Organizations, Northwestern
1995 - present	Adjunct Professor of Psychology, Northwestern University
1994 – 1995	Fellow, Center for Advanced Study in the Behavioral Sciences
1992 - 1995	Associate Professor of Psychology, University of Washington
1993 - 1995	Adjunct Associate Professor, Management & Organization, University of Washington
1988 – 1992	Assistant Professor of Psychology, University of Washington
1984 - 1988	Ph.D. Psychology, Northwestern University
1982 - 1984	M.A. Education, University of California, Santa Barbara
1978 - 1982	B.S. Speech, Northwestern University

Awards & Honors:

2020	Kellogg Leadership Circle Featured Faculty Publication
2019	International Association for Conflict Management NCMR Best Article Award 2018 (with Jason Pierce)
2015	Emerald Literati Network Award for Excellence for 2014 publication (<i>IJCM</i> with Elizabeth Ruth Wilson)
2015	<i>International Journal of Conflict Management</i> Highly Commended paper award (with Elizabeth Ruth Wilson)
2014	Academy of Management Meeting: Cognition in the Rough Workshop Best Student Proposal Award (with Elizabeth Ruth Wilson)
2014	International Association for Conflict Management Conference: Best poster (with Elizabeth Ruth Wilson and Catherine Shea)
2010	Emerald Literati Network Award Winner for Outstanding 2010 publication, Emerald Publishing Group
2009	Fellow, Society for Experimental Social Psychologists
2008	Most Influential Paper (2000-2003) Academy of Management Conflict Management Division Bookbuilders of Boston Best Professional Non-illustrated Book Award (The Truth about Negotiations)
2006	Outstanding Article Award International Association of Conflict Management
2001	Best paper award, International Association of Conflict Management
2000	CPR Institute for Dispute Resolution, book award (nominated) Outstanding People of the 20th Century Twentieth Century Award for Achievement International Who's Who of Intellectuals
1998	Best paper award, Academy of Management (Conflict Division)
1997	The World Who's Who of Women Twentieth Century Award for Achievement
1996	Who's Who in the West Fellow, American Psychological Society Men of Achievement!
1995	Fellow, Center for Advanced Study in the Behavioral Sciences Who's Who in the World Who's Who of American Women
1994	Who's Who in Science and Engineering
1992	Scholar, Center for Advanced Study in the Behavioral Sciences, Summer
1991	Presidential Young Investigator Award, National Science Foundation

- 1989** S. Rains Wallace Dissertation Award, American Psychological Association
Society for Experimental Social Psychology, Dissertation award, semi-finalist
Hillel Einhorn New Investigator Research Award, semi-finalist
- 1987** National Institute of Dispute Resolution Research Award
Sigma Xi Graduate Research Award

Professional Activities:

Director:

- [Leading High Impact Teams Executive program](#), Kellogg Executive Program (1997 - present)
[Constructive Collaboration Executive program](#) (2013 – present)
[High Performance Negotiation Skills Executive program](#) (2000 - present)
[Negotiating in a Virtual World Executive program](#) (2018 – present)
[Kellogg Team and Group Research Center](#) (1997 - present)

Publications:

2022 & in press:

Thompson, L. & Wang, C. (in press). *Advanced Introduction to Negotiation*. Edward Elgar Publishing.

Thompson, L. (in progress). Virtual intelligence: Human communication challenges and best practices in the post-pandemic era. In R Talukdar and R. Nahar (eds), *Modern talent management in knowledge organizations: Post-pandemic paradigm*, IGI Global Publishers.

Nasher, J. & Thompson, L. (in press). Detecting deception in negotiation. In Yashwant Pathak and LaVena Wilkin (Eds.), *Handbook of Organizational Conflict Management*. DeGruyter Publishing.

2021:

Thompson, L. (2021). Virtual collaboration won't be the death of creativity. *MIT Sloan Management Review*, 62 (2), 42-46.

Pierce, J. & Thompson, L. (2021). Feeling competitiveness or empathy towards negotiation counterparts mitigates sex differences in lying. *Journal of Business Ethics*.

2020:

Thompson, L. & Schonthal, D. (2020). The social psychology of design thinking. *California Management Review*, 62 (2), 84-99.

Wilson, E.R., Thompson, L. and Lucas, B. (2020). Pride and pratfalls: Recounting embarrassing stories increases creativity. *International Journal of Design Creativity and Innovation*, 8 (1), 21-30.

Thompson, L. (2020). *Negotiating the Sweetspot: The art of leaving nothing on the table*. HarperCollins Leadership.

Thompson, L. (2020). *The Mind & Heart of the Negotiator*. 7th edition. Prentice Hall.

Kim, J., Thompson & L., Loewenstein, J. (2020). Open for learning: Encouraging generalization fosters knowledge transfer in negotiation. *Negotiation and Conflict Management Research*, 13 (1), 3-23.

2019:

Thompson, L. (2019). Win-win negotiation in a global economy. In N. Pfeffermann (ed.), *New Leadership in Strategy and Communication*. Springer.

Menon, T. & Thompson, L. (2019). How to make better decisions with less data. In *HBR Guide to Thinking Strategically*.

2018:

Pierce, J. & Thompson, L. (2018). Explaining differences in men and women's use of unethical tactics in negotiations. *Negotiation and Conflict Management Research*, 11(4), 278-297.

2017:

Thompson, L. *Making the team*. (2017). 6th edition. Pearson Prentice Hall.

Thompson, L. and Schonthal, D. (2017). Setting the stage for creativity: upstream, midstream, and downstream. In N. Pfeffermann, T. Minshall, and L. Mortara (eds.). *Strategy and communication for innovation*. 3rd edition. Springer.

2016:

Brett, J.M. and Thompson, L. (2016). Negotiation. *Organizational Behavior and Human Decision Processes*, 136, 68-79.

Menon, T. & Thompson, L. (2016). *Stop Spending, Start Managing*. Boston, MA: Harvard Business Review press.

Thompson, L. (2016). Negotiation. In M.H. Bornstein (Ed.). *The Sage encyclopedia of lifespan human development*. Sage.

2015:

Thompson, L. and Wilson, E.R. (2015). Creativity in groups: The good, the bad, and the reconcilable. In R. Scott and S. Kosslyn (eds.) *Emerging Trends in the Social and Behavioral Sciences*. Hoboken, NJ: John Wiley and Sons.

Thompson, L. (2015). *The mind and heart of the negotiator*. 6th edition. Upper Saddle River, NJ: Pearson.

2014:

Cohen, T.R., Leonardelli, G.J. and Thompson, L. (2014). Avoiding the agreement trap: Teams facilitate impasse in negotiations with negative bargaining zones. *Negotiation and Conflict Management Research*, 7(4), 232-242.

Wilson, E.R., and Thompson, L. (2014). Creativity and negotiation research: The integrative potential. *International Journal of Conflict Management*, 25 (4), 359 – 386.

Menon, T. and Thompson, L. (2014). Envy at work. *Harvard Business Review OnPoint* (originally published April 2010), Summer, 118-123.

Thompson, L. (2014). *Making the team*. 5th edition. Upper Saddle River, NJ: Pearson.

Townsend, S. and Thompson, L. (2014). Implications of the Protestant Work Ethic for cooperative and mixed-motive teams. *Organizational Psychology Review*, 4 (1), 4-26.

Thompson, L. and Lucas, B. (2014). Chapter 11: Judgmental biases in conflict resolution and how to overcome them. In M. Deutsch, P. Coleman, and E. Markus (Eds.). *The Handbook of Conflict Resolution: Theory and Practice*. 3rd edition. (255-282). San Francisco, CA: Jossey Bass.

Thompson, L. and Cohen, T. (in press). Negotiation and group decision making. In M. Zeelenberg (Ed.), *Behavioral economics and economic psychology*. *Frontiers in Social Psychology*, Psychology press.

2013:

Thompson, L. and Wilson, Elizabeth Ruth (2013). Rethinking the wisdom of the crowd: Why individuals are more creative than their groups. *European Financial Review*, 25-28.

Thompson, L. (2013). [The creative conspiracy: The New Rules of Breakthrough Collaboration](#). Boston, MA: Harvard Business Review press.

Thompson, L. (2013). *The truth about negotiations*. 2nd edition. Upper Saddle River, NJ: Financial Times press.

Thompson, L., Lucas, B. and Richardson, E. (2014). Negotiator bandwidth. In N.M. Ashkansay, O.B. Ayoko, and K.A. Jehn (Eds.) *Handbook of Research in Conflict Management*. Cheltenham, UK: Edward Elgar Publishing.

Thompson, L. (2013). Why teams need a creative conspiracy for success. *Industrial Management*, January-February, 12-17.

2012:

Hershfield, H., Cohen, T. and Thompson, L. (2012). Short horizons and tempting situations: Lack of continuity to our future selves leads to unethical decision making and behavior. *Organizational Behavior and Human Decision Processes*, 117, 298-310.

Smith, E., Menon, T., and Thompson, L. (2012). Status differences in the cognitive activation of social networks. *Organization Science*, 23 (1), 67-82.

Thompson, L. (2012). *The mind and heart of the negotiator*. 5th edition. Upper Saddle River, NJ: Pearson.

Thompson, L. and Cohen, T. (2012). Metacognition in teams and organizations. In P. Brinol and K. DeMarree (Eds.). *Social meta-cognition: Frontiers of social psychology*. Chapter 15, 283-302, Psychology press.

Thompson, L., Hall, E. and Lucas, B. (2012). Upstream and Downstream Negotiation Research. In G.E. Bolton and R. Croson (Eds.). *The Oxford handbook of economic conflict resolution* (pp. 372-388). New York, NY: Oxford University Press.

Thompson, L., Richardson, E., and Lucas, B. (2012). Integrating Negotiation Research with Team Dynamics. In B. Goldman and D. Shapiro (Eds.). *The psychology of negotiations in the 21st century workplace: New challenges and new solutions* (pp.465-480). New York, NY: Routledge Academic.

2011:

Lee, S. and Thompson, L. (2011). Do agents negotiate for the best (or worst) interest of principals? Secure, anxious, and avoidant principal-agent attachment. *Journal of Experimental Social Psychology*, 47, 681-684.

Thompson, L. (2011). *Making the team*. 4th Edition. Upper Saddle River, NJ: Pearson.

Cohen, T. and Thompson, L. (2011). When are teams an asset in negotiation and when are they a liability? In B. Mannix, M. Neale, and J. Overbeck (Eds.). *Research on managing groups and teams: Negotiation in groups*, 14, 3-34.

2010:

Menon, T. and Thompson, L. (2010). Envy at work. *Harvard Business Review*, April, 74-79.

Thompson, L., Wang, J., and Gunia, B. (2010). Negotiation. In S. Fiske (Ed.). *Annual Review of Psychology*, 61, 491-515.

2009:

Gentner, D., Loewenstein, J., Thompson, L., and Forbus, K. (2009). Reviving inert knowledge: Analogical encoding supports relational retrieval of past events. *Cognitive Science*, 33, 1343-1382.

Crotty, S. and Thompson, L. (2009). When your heart isn't smart: How different types of regret change decisions and profits. *International Journal of Conflict Management*, 20 (4), 315-339.

Tenbrunsel, A.E., Wade-Benzoni, K.A., Tost, L.P., Medvec, V.H., Thompson, L., and Bazerman, M. (2009). The reality and myth of sacred issues in ideologically-based negotiations. *Negotiation and Conflict Management Research*, 2 (3), 263-284.

Thompson, L. (2009). *The mind and heart of the negotiator*. 4th edition. Upper Saddle River, NJ: Pearson.

- translated into Mandarin, Pearson Education Asia, LTD & China Renmin University press (Chinese edition).
- international edition, Pearson Education
- translated into Portuguese, Monitor LDA (Portuguese edition)
- translated into Korean, Hanul Publishing Co. (Korean edition)

2008:

Thompson, L. (2008). *The truth about negotiations*. Upper Saddle River, NJ: Pearson Education, Inc. publishing as FT Press.

- translated into Portuguese, Actual Editoria: Lisboa, Portugal (November, 2007)
- translated into Thai, DMG Books/Direct Media Group, Bangkok, Thailand (November, 2007)
- translated into Greek, Pappasotirou Publications, Athens, Greece (November, 2007)
- translated into Hindi, Dorling Kindersley, Delhi, India (November, 2007)
- published in English for Singapore, India, Sri Lanka: Dorling Kindersley (April, 2008)

- published in Chinese Simplified, Pearson Education Asia LTD., Contemporary China Publishing House (February, 2009)
 - published in Russian, U-RAIT publishers, Perviy Pankovskiy proezd, Moscow, Russia (June, 2009)
- Thompson, L. (2008). *Organizational behavior today*. Upper Saddle River, NJ: Pearson Education, Inc.
- translated into Mandarin, Posts & Telecom press, People's Republic of China (November, 2008)
 - translated into Mandarin, Pearson Education Taiwan Ltd. (Taiwanese edition). (November, 2009)
- Thompson, L. (2008). *Making the team*. 3rd edition. Upper Saddle River, NJ: Pearson Education, Inc.
- international edition, Pearson Education
 - translated into Korean, Hanul Publishing Co. (Korean edition)

2007:

Seeley, E., Gardner, W. and Thompson, L. (2007). The role of the self-concept and social context in determining the behavior of power-holders: Self-construal in intergroup vs. dyadic dispute resolution negotiations. *Journal of Personality and Social Psychology*, 93 (4), 614-631.

Menon, T. and Thompson, L. (2007). Don't hate me because I'm beautiful: Self-enhancing biases in threat appraisal. *Organizational Behavior and Human Decision Processes*, 104 (1), 45-60.

Behfar, K. & Thompson, L. (2007). Conflict within and between organizational groups: Functional, dysfunctional, and quasi-functional perspectives. Ch. 1, p.3-35 in L. Thompson and K. Behfar (eds.) *Conflict in Organizational Teams*. Evanston, IL: Northwestern University press.

- international edition, Replika Press, India

Thompson, L. & Pozner, J. (2007). Organizational Behavior. Ch. 40, p.913-939 in E.T. Higgins & A.W. Kruglanski, (Eds.) *Social psychology: A handbook of basic principles (2nd ed.)*. New York: Guilford Press.

2006:

Menon, T., Thompson, L. and Choi, H. (2006). Tainted knowledge versus tempting knowledge: People avoid knowledge from internal rivals and seek knowledge from external rivals. *Management Science*, 52 (8), 1129-1144.

Thompson, L., Nadler, J. & Lount, R. (2006). Judgmental biases in conflict resolution and how to overcome them. In M. Deutsch, P.T. Coleman, and E.C. Marcus (Eds.) *Handbook of Conflict Resolution, 2nd Edition*, Jossey-Bass.

Wang, C.S. and Thompson, L. (2006). The negative and positive psychology of leadership and group research. In S. Thye and E. Lawler (eds.). *Advances in Group Processes: Social psychology of the workplace*. Volume 23.

Thompson, L. and Choi, H-S. (2006). *Creativity and innovation in organizational teams*. Mahwah, NJ: Lawrence Erlbaum.

Choi, H-S. and Thompson, L. (2006). Membership Change in Groups: Implications for Group Creativity. In Thompson, L. & Choi, H-S., (Eds.). *Creativity and innovation in organizational teams*. Mahwah, NJ: Lawrence Erlbaum, 87-108.

Thompson, L. (2006). *Negotiation theory and research*. Series editors: A.W. Kruglanski & J.P. Forgas, Frontiers of Social Psychology. New York: Psychology Press.

Loewenstein, J. & Thompson, L. (2006). Learning to negotiate: Novice and experienced negotiators. In L. Thompson (ed.) *Negotiation Theory and Research*. Psychology Press, Chapter 5, 77-97.

Kopelman, S., Rosette, A., and Thompson, L. (2006). The three faces of Eve: An examination of the strategic display of positive, negative, and neutral emotions in negotiations. *Organizational Behavior and Human Decision Processes*, 99 (1), 81-101.

2005:

Kray, L., Thompson, L. and Lind, A. (2005). It's a Bet! A Problem Solving Approach Promotes the Construction of Contingent Agreements. *Personality and Social Psychology Bulletin*, 31 (8), 1039-1051.

Choi, H.S. & Thompson, L. (2005). Old wine in a new bottle: Impact of membership change on group creativity. *Organization Behavior and Human Decision Processes*, 98 (2), 121-132.

Loewenstein, J., Morris, M., Chakravarti, A., Thompson, L., and Kopelman, S. (2005). At a loss for words: Dominating the conversation and the outcome in negotiation as a function of intricate arguments and communication media. *Organizational Behavior and Human Decision Processes*, 98 (1), 28-38.

Rosette, A. & Thompson, L. (2005) The camouflage effect: Separating achieved status and unearned privilege in organizations. In Mannix, E & Neale, M (eds.). *Research on managing groups and teams: Status and groups*, Volume 7, 259-281.

Kray, L. & Thompson, L. (2005). Gender Stereotypes and Negotiation Performance: An Examination of Theory and Research. In B. Staw and R. Kramer (Eds.) *Research on Organizational Behavior*, 26, 103-182.

Loyd, D.L., Kern, M.C., and Thompson, L. (2005). Classroom research: Bridging the ivory divide. *Academy of Management Journal: Learning and Education*, 4 (1), 8-21.

Thompson, L. (2005) *The Mind and Heart of the Negotiator*. 3rd edition. Upper Saddle River, NJ: Pearson Prentice Hall.

- translated into Korean, Hanul Publishing Company: Seoul (2006)

2004:

Anderson, C. & Thompson, L. (2004). Affect from the top down: How powerful individuals' positive affect shapes negotiations. *Organizational Behavior & Human Decision Processes*, 95 (2), 125-139.

White, J.B., Tynan, R.O., Galinsky, A., & Thompson, L. (2004). Face threat sensitivity in negotiations: Roadblock to agreement and joint gain. *Organizational Behavior and Human Decision Processes*, 94, 102-124.

Thompson, L. & Rosette, A. (2004). Leading by analogy. In S. Chowdhury (Ed.). *Next generation business handbook: New strategies from tomorrow's thought leaders*. Chapter 5. NJ: Wiley.

Thompson, L. & Leonardelli, G. (2004) The big bang: The evolution of negotiation research. *Academy of Management: Executive*, 18 (3), 113-117.

Thompson, L., Neale, M. & Sinaceur, M. (2004). The evolution of cognition and biases in negotiation research: An examination of cognition, social perception, motivation, and emotion. (Chapter 1) In M. Gelfand & J. Brett (Eds.), *The handbook of negotiation and culture*. Palo Alto, CA: Stanford University Press.

Thompson, L. & Leonardelli, G. (2004). Why negotiation is the most popular business school course. *Ivey Business Journal*, July/August.

Kray, L., Reb, J., Galinsky, A. & Thompson, L. (2004). Stereotype reactance at the bargaining table: The effect of stereotype activation and power on claiming and creating value. *Personality and Social Psychology Bulletin*, 30 (4), 399-411.

Thompson, L., (2004). *Making the team: A guide for managers*, 2nd edition. Upper Saddle River, NJ: Prentice Hall.

- translated into Korean, Hanul Publishing Company: Seoul (2004)

- translated into Russian, PiterBook JS CO. LTD., St. Petersburg

2003:

Thompson, L., & Loewenstein, J. (2003). Mental models of negotiations; Descriptive, prescriptive and paradigmatic implications. In M.A. Hogg and J. Cooper (Eds.) *Sage Handbook of Social Psychology*. London: Sage, Ch. 23, 494-511.

VanBoven, L. & Thompson, L. (2003). A look into the mind of the negotiator: Mental Models of Negotiation. *Group Processes and Intergroup Relations*, 6 (4).

Nadler, J., Thompson, L. & VanBoven, L. (2003). Learning negotiation skills: Four models of knowledge creation and transfer. *Management Science*, 49 (4), 529-540.

Gentner, D., Loewenstein, J. & Thompson, L. (2003). Learning and transfer: A general role for analogical encoding. *Journal of Educational Psychology*, 95 (2), 393-408.

Loewenstein, J., Thompson, L., & Gentner, D. (2003). Analogical learning in negotiation teams: Comparing cases promotes learning and transfer. *Academy of Management Learning and Education*, 2 (2), 119-127.

Thompson, L., Kern, M., & Loyd, D.L. (2003). Research methods of micro organizational behavior. In C. Sansone, C. Morf, and A. Panter (Eds.). *Handbook of Methods in Social Psychology*. Thousand Oaks, CA: Sage, Ch. 21, 457-470.

McGinn, K. L., Thompson, L. & Bazerman, M. (2003). Dyadic processes of disclosure and reciprocity in bargaining with communication. *Journal of Behavioral Decision Making*, 16, 17-34.

Thompson, L. (2003). Improving the creativity of organizational work groups. *Academy of Management Executive*, 17 (1), 96-109.

Thompson, L. (2003). [The social psychology of organizational behavior: Key readings](#). Philadelphia, PA: Psychology Press.

2002:

Kray, L.J., Galinsky, A. & Thompson, L. (2002). Reversing the gender gap in negotiations: An exploration of stereotype regeneration. *Organizational Behavior and Human Decision Processes*, 87 (2), 386-409.

Wade-Benzoni, K., Hoffman, A. J., Thompson, L., Moore, D., Gillespie, J. and Bazerman, M. (2002). Contextualizing ideologically-based negotiations: uncovering barriers to wise resolution. *Academy of Management Review*, 27 (1), 41-57.

Valley, K., Thompson, L., Gibbons, R. & Bazerman, M. (2002). How communication improves efficiency in bargaining games. *Games and Economic Behavior*, 38 (1), 127-155.

Thompson, L., & Nadler, J. (2002). Negotiating via information technology: Theory and application. *Journal of Social Issues*, 58 (1), 109-124.

Morris, M., Nadler, J., Kurtzberg, T. & Thompson, L. (2002). Schmooze or lose: social friction and lubrication in e-mail negotiations. *Group Dynamics*, 6 (1), 89-100.

2001:

Lind, A.E., Kray, L., and Thompson, L. (2001). Primacy effects in justice judgments: Testing predictions from fairness heuristic theory. *Organizational Behavior & Human Decision Processes*, 85 (2), 189-210.

Kray, L., Thompson, L., and Galinsky, A. (2001). Battle of the sexes: Gender stereotype confirmation and reactance in negotiations. *Journal of Personality and Social Psychology*, 80 (6), 942-958.

Brod, S. & Thompson, L. (2001). Negotiating Teams: A levels of analysis approach. *Group Dynamics*, 5 (3), 208-219.

Thompson, L. (2001) *The Mind and Heart of the Negotiator*. 2nd edition. Upper Saddle River, NJ: Prentice Hall.

Thompson, L., Medvec, V.H., Siedens, V. & Kopelman, S. (2001). Poker face, smiley face, and rant and rave: Myths and realities about emotion in negotiation. In M. Hogg & S. Tindale (Eds.) *Blackwell Handbook in social psychology, Vol. 3: Group Processes*, Ch. 6, 139-163.

Thompson, L., Aranda, E., & Robbins, S.P. (2001). *Tools for Teams*. University of Phoenix, *Pearson Custom Publishing*.

2000:

Loewenstein, J. & Thompson, L. (2000). The challenge of learning. *Negotiation Journal*, October, 399-408.

Rosette, A.S., Kopelman, S. & Thompson, L.L. (2000). High-performance contract negotiation skills. *Product Management Today*, 11 (7), 38-41.

Thompson, L., Loewenstein, J. and Gentner, D. (2000). Avoiding missed opportunities in managerial life: Analogical training more powerful than individual case training. *Organization Behavior and Human Decision Processes*, 82 (1), 60-75.

- reprinted in: Bazerman, M.H. (2004). *Negotiation, decision making, and conflict management*.

Peterson, E., Mitchell, T., Thompson, L. and Burr, R. (2000). Collective efficacy and aspects of shared mental models as predictors of performance over time in work groups. *Group Processes and Intergroup Relations*, 3 (3), 296-316.

Thompson, L. & Nadler, J. (2000). Judgmental biases in conflict resolution and how to overcome them. In M. Deutsch & P. Coleman, (Eds.) *Handbook of constructive conflict resolution: theory and practice*, Ch. 10, 213-235.

Thompson, L. & Fox, C. (2000). Negotiation within and between groups in organizations: Levels of analysis. In M. Turner (Ed.), *Groups at work: Advances in theory and research*. Hillsdale, NJ: Lawrence Erlbaum, Ch. 8, 221-266.

Thompson, L. (2000). *Making the Team: A Guide for Managers*. Upper Saddle River, NJ: Prentice Hall.

Thompson, L. & Kim, P. (2000). How the quality of third parties' settlement solutions are affected by the relationship between negotiators. *Journal of Experimental Psychology: Applied*, 6 (1), 1-16.

1999:

Murnighan, K., Babcock, L., Thompson, L. & Pillutla, M. (1999). The information dilemma in negotiations: Effects of experience, incentives, and integrative potential. *International Journal of Conflict Management*, 10 (4), 313-339.

Loewenstein, J., Thompson, L. & Gentner, D. (1999). Analogical encoding facilitates knowledge transfer in negotiation. *Psychonomic Bulletin & Review*, 6 (4), 586-597.

Thompson, L. & Fine, G. (1999). Socially shared cognition, affect and behavior: A review and integration. *Personality and Social Psychology Review*, 3 (4), 278-302.

Gillespie, J.J., Thompson, L., Loewenstein, J., & Gentner, D. (1999). Lessons from analogical reasoning in the teaching of negotiation. *Negotiation Journal*, October, 363-371.

Moore, D., Kurtzberg, T., Thompson, L. & Morris, M. (1999). Long and short routes to success in electronically-mediated negotiations: Group affiliations and good vibrations. *Organizational Behavior & Human Decision Processes*, 77 (1), 22-43.

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Thompson, L., Nadler, J. & Kim, P. (1999). Some like it hot: The case for the emotional negotiator. In L. Thompson, J. Levine & D. Messick (eds.). *Shared cognition in organizations: The management of knowledge*. Hillsdale, NJ: Lawrence Erlbaum. Ch. 7 (139-161).

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1998:

Lind, A., Kray, L. & Thompson, L. (1998). The social construction of injustice: Fairness judgments in response to own and others' unfair treatment by authorities. *Organizational Behavior & Human Decision Processes*, 75 (1), 1-22.

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1997:

Peterson, E. & Thompson, L. (1997). Negotiation teamwork: The impact of information distribution and accountability for performance depends on the relationship among team members. *Organizational Behavior & Human Decision Processes*, 72 (3), 364-383.

Mitchell, T., Thompson, L. Peterson, E. & Cronk, R. (1997) Temporal Adjustments in the evaluation of events: The "Rosy View". *Journal of Experimental Social Psychology*, 33, 421-448.

Thompson, L. & Gonzalez, R. (1997). Environmental disputes: Competition for scarce resources and clashing of values. In M. Bazerman, D. Messick, A. Tenbrunsel, & K. Wade-Benzoni (Eds.) *Environment, ethics and behavior: The psychology of environmental evaluation and degradation*. San Francisco, CA: New Lexington books.

1996:

Thompson, L. & Hrebec, D. (1996). Lose-lose agreements in interdependent decision making. *Psychological Bulletin*, 120 (3), 396-409.

Thompson, L., Peterson, E. & Brodt, S. (1996). Team negotiation: An examination of integrative and distributive bargaining. *Journal of Personality & Social Psychology*, 70 (1), 66-78.

Levine, J. & Thompson, L. (1996). Conflict in groups. In E.T. Higgins & A. Kruglanski (Eds.), *Social psychology: Handbook of basic principles*. Ch. 24 (745-776) New York: Guilford.

Gibson, K., Thompson, L. & Bazerman, M. (1996). Shortcomings of neutrality in mediation: Solutions based on rationality. *Negotiation Journal*, January, 69-79.

1995:

Thompson, L. (1995). They saw a negotiation: Partisan and non-partisan perspectives. *Journal of Personality & Social Psychology*, 68, 839-853.

Thompson, L., Valley, K. & Kramer, R. (1995). The bittersweet feeling of success: An examination of social perception in negotiation. *Journal of Experimental Social Psychology*, 31, 467-492.

Palmer, L. & Thompson, L. (1995). Negotiation in triads: Communication constraints and tradeoff structure. *Journal of Experimental Psychology: Applied*, 1 (2) 83-94.

Thompson, L., Peterson, E., & Kray, L. (1995). Social context in negotiation: An information processing perspective. In R. Kramer & D. Messick (eds.), *Negotiation as a social process*. Ch. 1 (5-36) New York: Russell Sage.

Thompson, L. (1995). The impact of minimum goals and aspirations on judgments of success in negotiations. *Group Decision & Negotiation*, 4, 513-524.

1994:

Thompson, L. & DeHarpport, T. (1994). Social judgment, feedback, and interpersonal learning in negotiation. *Organizational Behavior & Human Decision Processes*, 58, 327-345.

Gibson, K., Thompson, L. & Bazerman, M. (1994). Biases and rationality in the mediation process. In L. Heath, F. Bryant, J. Edwards, E. Henderson, J. Myers, E. Posavac, Y. Suarez-Balcazar, and R. Tindale (Eds.), *Application of heuristics and biases to social issues*. Vol. 3, Ch. 9 (163-183), New York: Plenum.

Mitchell, T. & Thompson, L. (1994). A theory of temporal adjustments of the evaluation of events: Rosy Prospection & Rosy Retrospection. In C. Stubbart, J. Porac, & J. Meindl (Eds.), *Advances in managerial cognition and organizational information-processing*, Vol. 5, (85-114) Greenwich, CT: JAI press.

1993:

Thompson, L. (1993). The impact of negotiation on intergroup relations. *Journal of Experimental Social Psychology*, 29, 304-325.

1992:

Thompson, L. & Loewenstein, G. (1992). Egocentric interpretations of fairness and negotiation. *Organization Behavior and Human Decision Processes*, 51, 176-197.

Thompson, L. (1992). A method for examining learning in negotiation. *Group Decision & Negotiation*, 1, 71-4.

1991:

Thompson, L. (1991). Information exchange in negotiation. *Journal of Experimental Social Psychology*, 27, 61-179.

1990:

Thompson, L. (1990). Negotiation behavior and outcomes: Empirical evidence and theoretical issues. *Psychological Bulletin*, 108, 515-532.

Thompson, L. (1990). An examination of naive and experienced negotiators. *Journal of Personality & Social Psychology*, 59, 82-90.

Thompson, L. (1990). The influence of experience on negotiation performance. *Journal of Experimental Social Psychology*, 26, 528-544.

Thompson, L. & Crocker, J. (1990). Downward social comparison in the minimal intergroup situation: A test of a self-enhancement interpretation. *Journal of Applied Social Psychology*, 20, 1166-1184.

Thompson, L. & Hastie, R. (1990). Social perception in negotiation. *Organizational Behavior & Human Decision Processes*, 47, 98-123.

Thompson, L. & Hastie, R. (1990). Judgment tasks and biases in negotiation. In B.H. Sheppard, M.H. Bazerman & R.J. Lewicki, (Eds.), *Research in negotiation in organizations, Volume 2*, (31-54) JAI.

Weingart, L., Thompson, L., Bazerman, M. & Carroll, J. (1990). Tactical behavior and negotiation outcomes. *International Journal of Conflict Management*, 1, 7-32.

Bazerman, M., Mannix, E., Sondak, H. & Thompson, L. (1990). Negotiation behavior and decision processes in dyads, groups, and markets. In J.S. Carroll (Ed.), *Applied social psychology and organizational settings*, Ch. 2 (13-44) Beverly Hills, CA: Sage.

1989:

Loewenstein, G., Thompson, L. & Bazerman, M. (1989). Social utility and decision making in interpersonal contexts. *Journal of Personality & Social Psychology*, 57, 426-441.

Mannix, E., Thompson, L., & Bazerman, M. (1989). Negotiation in small groups. *Journal of Applied Psychology*, 74, 508-517.

1988:

Thompson, L., Mannix, E. & Bazerman, M. (1988). Group negotiation: Effects of decision rule, agenda, and aspiration. *Journal of Personality & Social Psychology*, 54, 86-95.

Bazerman, M., Mannix, E. & Thompson, L. (1988). Groups as mixed motive negotiations. In E.J. Lawler & B. Markovsky (Eds.) *Advances in group processes: Theory & research*, 5, (195-216), JAI.

1987:

Crocker, J., Thompson, L., McGraw, K. & Ingerman, C. (1987). Downward comparison, prejudice, and evaluations of others: Effects of self-esteem and threat. *Journal of Personality & Social Psychology*, 52, 907-916.

Popular Press:

2022:

Quartz At Work (April 12, 2022). [Be a better negotiator by having a "BATNA"](#)

2021:

BBC (June 7, 2021). [Why presenteeism wins out over productivity](#)

Insider (June 6, 2021). [7 things you should do when negotiating a work-from-home agreement with your boss](#)

Fast Company (April 20, 2021). [Try these science-back strategies to achieve a win in your negotiation](#)

Business Insider (April 11, 2021). [Here are 3 ways managers can build up a healthy negotiation culture](#)

New York Times (April 2, 2021). [Why We Romanticize the Past](#)

2020:

Business Insider (December 28, 2020). [I'm a psychology professor and expert on creativity. Your environment is crucial to the success of your brainstorming session — here's how to tweak your space for maximum creativity.](#)

The Wall Street Journal (November 29, 2020). [Do You Have E-Charisma on Zoom? Here's How to Get It](#)

The Wall Street Journal (November 1, 2020). [The New Rules for Networking in the Pandemic](#)

Business Insider (September 22, 2020). [I'm an MBA professor and psychologist who's observed the most common performance issues. Here's what high-performing employees do successfully when working from home.](#)

Business Insider (August 24, 2020). [I'm a professor at Kellogg who studies high-performing employees. Here are 4 signs you're one of them, and how to work with others who aren't.](#)

MeetingsNet (August 5, 2020). [Are Virtual Negotiations Harder Than Face-to-Face?](#)

Senior Living Executive Magazine (July/August 2020). [Virtual Interview Insights](#)

Business Insider (July 24, 2020). [Virtual salary negotiations require specific skills and a smooth touch](#)

Kellogg Insight (July 14, 2020). [How to Negotiate via Email](#)

Kellogg Insight (July 1, 2020). [How to Do Design Thinking Better](#)

Harvard Business Review (June 10, 2020). [Research: How Socioeconomic Status Impacts the Way We Network](#)

Harvard Business Review (June 9, 2020). [3 Things You're Getting Wrong About Organizational Change](#)

Korn Ferry (June 2, 2020). [Empathy by Zoom](#)

The Sunday Times (London) (May 17, 2020). [We can go on meeting like this](#)

The Sunday Times (London) (May 24, 2020). [Out of Ideas? Here's how to get creative](#)

Kellogg Insight (May 13, 2020). [Too Much Cross Talk. Too Little Creativity. How to Fix the Worst Parts of a Virtual Meeting.](#)

Bloomberg Businessweek (April 17, 2020). [Six Tips for Running a Virtual Meeting](#)

Harvard Business Review (April 9, 2020). [How to Foster Positive Virtual Interactions Against All Odds](#)

WGN-TV (April 8, 2020). [Monitoring productivity while working from home – how managers and employees can adjust to this new norm](#)

Bloomberg Businessweek (April 6, 2020). [You Can't Check In Too Often With Your Remote Employees](#)

Kellogg Magazine (Spring/Summer, 2020). [Why Your Next Brainstorm Should Begin with an Embarrassing Story](#)

Fast Company (March 23, 2020). [5 practical ways to ace a virtual negotiation](#)

2019:

Kellogg Insight (December 2, 2019). [Why Your Next Brainstorm Should Begin with an Embarrassing Story](#)

Financial Times (November 12, 2019). [For successful negotiation look beyond your own industry](#)

Ladders \$100K+ Club (October 7, 2019). [This embarrassing hack could be the key to boosting creativity](#)

Forbes (November 6, 2019). [Impeachment: Would Things Be Different If Nancy Pelosi Was Ned Pelosi?](#)

Chicago Tribune (October 2, 2019). [The psychology of teachers strikes: Experienced negotiators warn that emotions get in the way and strikes have effects long after they're over](#)

Fast Company (September 20, 2019). [Go ahead and tell your most embarrassing story. It will boost your creativity](#)

Kellogg In Focus Thought Leadership (January 8, 2019). [Closing the Negotiation Gap: How Women Can Get What They Want](#)

2018:

Forbes (December 18, 2018). [Do Men Lie More Than Women In Negotiations? It Depends](#)

Kellogg Insight (December 6, 2018). [Are Women More Ethical at the Negotiating Table? It's Complicated.](#)

Kellogg In Focus Thought Leadership (November 19, 2018). [Increase Your Learning Power via the Noah's Ark Method](#)

Harvard Business Review (September 15, 2018). [Simple prompts can get women to negotiate more like men and vice versa.](#)

2017:

Inc. (October 26, 2017). [Science: Here's How to Generate 26 Percent More Ideas at Your Next Brainstorming Session](#)

Harvard Business Review (October 2, 2017). [Research: For Better Brainstorming, Tell and Embarrassing Story](#)

Chicago Tribune (May 11, 2017). [Who needs brainstorming? Brainwriting gets way more ideas, this prof says](#)

Kellogg Insight (February 7, 2017). [Take Five: How to Nurture Your Work Relationships](#)

Kellogg Insight (January 6, 2017). [Lead Better Teams, Engage More Customers, and Find Your Next Market](#)

2016:

Inc. (November 22, 2016). [These 5 Common Collaboration Myths Are Destroying Your Team](#)

Forbes (November 17, 2016). [Get Paid What You're Worth: 5 Negotiation Tactics For Freelancers](#)

Harvard Business Review (November 7, 2016). [How to Make Better Decisions with Less Data](#)

Finance & Management (November 2016). [Seeking Out a New Route](#)

Harvard Business Review (October 20, 2016). [Managers Are Wasting Time and Money on People Problems](#)
 Catholic Business Journal (October 3, 2016). [Are You Getting Action without Traction? Here's the Solution...](#)
 The Globe and Mail (October 3, 2016). [Five management traps that waste time and energy.](#)
 goop.com. (September 19, 2016). [Envy at the Office.](#)
 Chicago Tribune / Blue Sky Views (September 26, 2016). [Productivity fails: The time-wasters that cost an organization](#)
 Intuit (August 16, 2016). [How Managers Can End Wasteful Habits and Use Solutions That Work](#)
 Harvard Business Review. (July 14, 2016). [Why you should always go off-script in a job interview.](#)

Fast Company (August 15, 2016). [Forget Micromanaging, Hands-Off Leadership Could Hurt Workers More](#)

Kellogg Insight (July 20, 2016). [Five Strategies for Leading a High-Impact Team](#)
 Fast Company (May 2, 2016). [Suffering from professional envy? Here's how to turn it around](#)
 Inc. (April 26, 2016). [How to start a business: 7 steps to get started today](#)
 Chicago Magazine (April 4, 2016). [The Cubs' Joe Maddon is keeping it weird \(and thank goodness for that\)](#)
 The Economist (March 19, 2016). [Team spirit](#)
 Harvard Business Review (February 15, 2016). [How to hire without getting fooled by first impressions.](#)

2015:

Huffington Post (September 10, 2015). [5 insights for introverts who want to thrive in the workplace](#)
 Harvard Business Review (April 28, 2015). [How Emotional Intelligence Became a Key Leadership Skill.](#)
 Kellogg Insight (April 15, 2015). [Write your own script.](#)
 Business Insider (March 23, 2015). [9 science backed tactics for winning a negotiation.](#)
 Program on Negotiation at Harvard Law School (January 14, 2015). [Too eager to close?](#)

2014:

Kellogg School of Management News & Events (Dec. 10, 2014) [Masters of negotiation: Born this way?](#)
 Businessweek.com (Dec. 3, 2014). [Fix Your Useless Brainstorming Sessions in Two Minutes](#)
 Kellogg School of Management News & Events (Nov. 13, 2014) [What to do with your problem team member: It's not always just one black sheep who needs fixing](#)
 Businessweek (Oct. 31, 2014) [Brainwriting: How to Neutralize the Loudmouths](#)
 Kellogg School of Management News & Events (Oct. 7, 2014)
[What's your team BMI? Right-size your team in order to maximize its efficiency and effectiveness](#)
 Kellogg School of Management News & Events (Sept. 25, 2014) [Don't take one for the team: When negotiating, big sacrifices aimed at maintaining a relationship aren't worth it](#)
 IGNITES: A Financial Times Service (Sept. 22, 2014) [People Feature: Corner office gig? Most workers say 'no thanks'](#)
 Fast Company (July 29, 2014) [Brainstorming doesn't work; try this technique instead](#)
 Kellogg School of Management News & Events (June 30, 2014) [How Brainstorming can Neutralize the Loudmouths](#)
 Business Insider (May 14, 2014) [Here's Why You Should Always Make The First Offer In A Negotiation](#)
 Kellogg School of Management News & Events (May 12, 2014) [Negotiation Tips: Lies, damned lies and negotiations. Untruths hurt your reputation and put future negotiation at risk](#)
 Wall Street Journal Online (April 25, 2014). [Put your envy to good use](#)
 Kellogg School of Management News & Events (Apr. 3, 2014). [Negotiation Tips: Who's on first? Why you should make the first offer when negotiation](#)
 School Administrator (February 2014). ["Book Review" \(Creative Conspiracy review\)](#)
 Kellogg School of Management News & Events (Jan. 15, 2014). ["The top three collaboration mistakes—and how to fix them"](#)

2013:

The European Financial Review (Oct. 20, 2013). [Rethinking the Wisdom of the Crowd: Why Individuals are More Creative than their Groups](#)
 Fast Company (Oct. 11, 2013). ["Why Productive People Work Well with Their Opposites"](#)
 Fast Company (September 23, 2013). ["Why You Should Spend Your Mornings in a Cave" \(BOTTOM LINE\)](#)
 David Lecours' Core Brilliance Culture (August 5, 2013). ["Group Brainstorming is broken. Here's a Fix."](#)
 The Build Network (June 4, 2013). ["Brainstorming Is Dead: Long live brainwriting! Three steps to silencing the windbags, undermining the politics, and letting your team's best ideas thrive"](#)
 Biz Ed (May/June 2013). ["Bookshelf" \(Creative Conspiracy review\)](#)

Time Magazine (April 25, 2013). [Who Is Happiest At Work? Probably Not Who You Think](#)
 Digital Workplace 24 (April 22, 2013). [Face Time: Optimizing Collaboration](#)
 Kellogg Insight Blog (April 3, 2013). [Commons are necessary, but caves are too](#)
 USA Today (April 1, 2013). [Idea File: Make office arguments more constructive](#)
 Harvard Business Review Blog (April 1, 2013). [Give workers the power to choose: Cave or Commons](#)
 Kellogg Insight (March 13, 2013). [Collaborate Better](#)
 Blogging on Business (March 13, 2013). [Leigh Thompson: An interview by Bob Morris](#)
 Washington Post (March 8, 2013). [Getting creative in federal government](#)
 Southwest Spirit (March 2013). [Trying to find the next great idea? Look here](#)
 Fortune (February 14, 2013). [How to neutralize a meeting tyrant](#)
 Business Insider (February 11, 2013). [3 ways to keep dominant personalities from ruining meetings](#)

2011:

Daily Northwestern (October 5, 2011). [Kellogg Prof balances motherhood, cycling](#)
 New York Times (July 24, 2011). [Planning the perfect vacation](#)

2010:

Chicago Tribune (October 6, 2010). [Professor's 4 year plan](#)
 Sequim Gazette (September 22, 2010). [Paths of Glory](#)
 Winnetka Talk (September 7, 2010). Local athlete captures world championship
 The Week (July, 9, 2010). The last word: The (scientifically) perfect vacation
 New York Times (March 28, 2010). [When does political anger turn to violence?](#)
 Good Morning America, ABC News (April, 2010).
 CBS Money Watch (June 11, 2010). [Guess What? Your staff is not awed by you](#)

2009:

Chicago Tribune (October 16, 2009). [Negotiate or fall behind, women told.](#)
 Forbes (September 16, 2009). [Negotiation 101: Gender war or gender peace and prosperity?](#)
 San Francisco Chronicle (July 16, 2009). [How to say no without saying no](#)

2008:

The Mint (March 9, 2008). 53 Truths about Negotiations. (Dow Jones publication in India)
 Sequim Gazette (August 6, 2008). [Sequim cyclist takes Masters title](#)
 Winnetka Talk (July 31, 2008). Winnetka's Thompson pedaling on fast track

2006:

Los Angeles Times (December, 2006). [The new FBI means business: As the bureau adapts to the post-9/11 world, it sends supervisors and agents to corporate management school](#)

2005:

Chattanooga Times Free Press (March, 2005). [Does one's disposition fit job position? Tests help decide](#)

2004:

Chicago Tribune (October, 2004). [Critics wary as more jobs hinge on personality tests](#)
 Harvard Gazette (October, 2004). [Confronting stereotypes at negotiation table](#)
 Ask Inc. (October, 2004). [Managing the mediocre](#)
 Sunday Times (South Africa, September 26, 2004). [How to speak the language of persuasion](#)
 New York Times (June 22, 2004). [Fear in the workplace: The bullying boss](#)
 Los Angeles Times (May 10, 2004). [There's no getting away: So much hope may be riding on vacations that we can't help but end up disappointed](#)

2002:

ScienceNews (May 4, 2002). [The Social Net: Scientists hope to download some insight into online interactions](#)
 Economist.com (April 22, 2002). [Mixed emotions](#)

2001:

The Toronto Star (October 19, 2001). The psychology of leadership
 The Processes of International Negotiation Project Network Newsletter (16/2001), [Book Reviews: Business Negotiations in Practice and Theory](#) (p. 7-8)

2000:

The Economist (April 8, 2000). [Negotiating by e-mail](#) (p. 65)

1998:

Chicago Tribune (July 5, 1998). [Teams don't always work](#) (Section 13, p. 7)

Kellogg World (July, 1998). [The Future of work: Mastering the Art of Electronic Communication](#) (p. 27)

The International Journal of Conflict Management. (1998). [Book review of The Mind and Heart of the Negotiator](#) (vol. 9 (3), 286-288)

1997:

Glamour (October, 1997). [Negotiating so both sides win](#) (p. 62)

Kellogg World (July, 1997). [Negotiating @ Kellogg.edu](#) (p. 10-11)

1995:

The Levinson Letter (November 1, 1995). [When it takes three to thrash things out](#) (p. 2)

1993:

Harvard Business Review (Nov-Dec, 1993). [Negotiations: Are two heads better than one?](#) (p. 13-14)

1992:

Perspectives UW (Autumn, 1992). [Negotiating daily life](#) (vol. 4 (1), p. 13)

Invited Talks and Addresses:

2022:

Kellogg Schulich Women (March 3)

Kellogg San Francisco Alumni Club (March 1)

Indian School of Business (January 12)

2021:

Kellogg Insight Series (December 2)

EMBA Master Class series (November 9 & 11)

Zell Fellows (October 20)

Global Arc Leadership Keynote (January 26)

Brilliant Balance podcast (March 19)

Kellogg Leadership Circle (April 22)

2020:

Dear HBR podcast (May 7)

HBR idea podcast (August 4)

Kellogg Career Management Center (May 15)

Kellogg EMBA Innovation Sprint (September)

Harper Collins Webinar

Kellogg MBA student panelist (May 8)

2019:

Seattle Kellogg Alumni Club (November)

San Francisco & Silicon Valley Kellogg Alumni Club (June)

2018:

UIDP27, university & industry partnerships (September 12)

Graduate Society of Women Engineers, Northwestern (July 26)

Kellogg Global Women's Summit (May 8)

Cornerstone Research Women's Summit, Los Angeles (May 24)

Cornerstone Research Women's Summit, Chicago (April 18)

Latham and Watkins Women's Global Partners conference (February 27)
Jacksonville Women's Leadership Forum (March 8)
Chicago Women's Forum (April 16)
Advancing Women Executives Conference (May 15)

2017:

University of Chicago, The Department of Medicine Women's Committee (January 17)

2015:

University of California, San Diego (June)

2013:

University of Chicago, Inaugural Diversity Relations Speaker (March 16) Jas
KEWN (Kellogg Executive Women's Network), Keynote (April 16)
Women's Leadership Workshop (April 26)

2012:

Academy of Management Symposium on Creativity (June, with Brian Lucas)

2011:

International Association of Conflict Management, Istanbul (June, with Professor Sujin Lee)

2010:

Research on Managing Groups and Teams: Negotiation in groups, Stanford Business School, Stanford University
(May).
16th Annual Social Psychologists of Chicago conference (April 10, with Dr. Taya Cohen)

2009:

Radcliffe Annual Science Symposium: Improving decision making: Interdisciplinary lessons from the natural sciences
(April)

2008:

Complexity in Action Conference (Northwestern University)

2006:

Harvard University

2004:

Harvard University

2002:

Harvard Business School
Microsoft Corporation
Research @ Kellogg

2001:

MIT, Sloan School of Management
University of California, Irvine, Management School

2000:

Midwest Academy of Management, keynote address, Chicago
Northwestern University, DRRC - E-negotiations conference
Harvard University, [Hewlett Conference](#)
Duke University, Fuqua School of Business
Northwestern University, Alumni Association

Northwestern University, Women's Board

1999:

Harvard University, Business School
Yale University, Management
DRRC, Winter Dinner Colloquium (w/ Steve Goldberg & Ken Kaye)
Northwestern University, Management & Policy Domain Dinner
Dispute Resolution Research Center, Evening seminar
Academy of Management, Chicago (invited symposium)
Dispute Resolution Research Center, Annual Board Meeting
Women in Science and Engineering, Northwestern University
Western Academy of Management, invited address

1998:

Indiana University, Psychology
Pennsylvania State College, Altoona
Carnegie-Mellon University, Learning and transfer in organizations
New Directions in Decision-Making [2]
University of Chicago, Graduate School of Business
Psychology Graduate Seminar, Northwestern University
Northwestern Alumni Association, Seminar Day
Cognitive Psychology Course, Northwestern University

1997:

Kellogg Alumni Association
Council of 100, Northwestern University
Midwestern Psychological Association, invited symposia
American Corporate Counsel Association
Sidley & Austin
Society of Industrial & Organizational Psychologists
Association of Northwestern University Women
Widening Our World program, Kellogg School

1996:

Northwestern University, Shared Cognition in Organizations conference
Academy of Management, Doctoral consortium, Conflict Management division
University of Massachusetts, Psychology of Adversity conference
University of Pittsburgh, Psychology
American Psychological Society, invited symposium
Northwestern University, featured faculty speaker, Kellogg alumni

1995:

Northwestern Univ., Environmental & Ethical Decision Making conference
University of California Berkeley, Cognitive Psychology
University of California, Berkeley, Organization Behavior, Haas School of Business
Stanford University, Management & Organization Behavior Department
Northwestern University, Organization Behavior, Kellogg School
University of California Berkeley, Social Psychology
Stanford University, Department of Psychology
Center for Advanced Study in the Behavioral Sciences

1994:

Northwestern University, Dispute Resolution Research Center
Stanford Business School, Economics Department

Stanford Business School, Social Context in Negotiations conference
Attorney General of Washington, Paralegal Education seminar, Seattle
University of Washington, AIDS Education and Training Center, Health Education

1993:

Cornell University, Nonrationality in Organizations conference
Academy of Management (symposium), Atlanta [2]
Association for Consumer Research, Nashville
Washington State Trial Lawyers Association, Seattle

1992:

University of California, Berkeley, Department of Psychology
Northwestern University, Department of Psychology
Northwestern University, Dispute Resolution Research Center
Northwestern University, Kellogg School
University of Arizona, Department of Management

1991:

Academy of Management, Miami
Northwestern University, Kellogg School
Guardian Ad Litem annual conference, Seattle

1990:

Society for Judgment and Decision Making, New Orleans
Columbia University, Department of Psychology
Princeton University, Department of Psychology
Yale University, Department of Psychology
Rutgers University, Department of Psychology
Center for Advanced Study in the Behavioral Sciences
Guardian Ad Litem annual conference, Seattle

1989:

American Psychological Association, New Orleans
Northwestern University, Research on Negotiations in Organizations (discussant)

1988:

Nagshead Conference Center, Judgment and Decision
Negotiating in Organizations conference, Deer Creek, Ohio

Conference Presentations:

2020:

Academy of Management Annual Meeting: Presentation of "Why Women Sometimes are as Likely to Lie as Men in Negotiations" (August) Vancouver, Canada

2018:

International Association for Conflict Management Conference, NCMR Best Article Award 2018 (with Jason Pierce)
Dublin, Ireland

2016:

SPSP: Explaining and erasing differences in men and women's unethical bargaining behavior (January, with Jason Pierce)

2014:

Academy of Management Annual Meeting: 17th Annual Cognition in the Rough Workshop (August, with Elizabeth Ruth Wilson), Philadelphia, PA
Academy of Management Annual Meeting: An examination of how leadership style influences team performance through conflict (with Elizabeth Ruth Wilson), Philadelphia, PA
Academy of Management Annual Meeting: The influence of asymmetric creative thinking on the negotiation process and outcomes (with Elizabeth Ruth Wilson), Philadelphia, PA
International Association for Conflict Management Conference, (with Elizabeth Ruth Wilson) Leiden, The Netherlands
International Association for Conflict Management Conference, (with Catherine Shea) Leiden, The Netherlands
Annual London Business School Trans-Atlantic Doctoral Conference (with Elizabeth Ruth Wilson), London, England

2013:

Academy of Management Symposium (with Brian Lucas)
International Association of Conflict Management (with Erika Hall and Evan Apfelbaum)

2012:

Academy of Management Meeting, Boston, Massachusetts

2010:

Academy of Management, Montreal, Canada
IACM (International Association of Conflict Management), Boston

2006:

Academy of Management, Atlanta

2005:

Academy of Management (3)
KTAG conference on conflict (2)

2004:

Cognitive Science Conference
Academy of Management [3]
Frontiers of Negotiation conference, Kellogg School

2003:

Academy of Management meetings: Seattle (August) [4]
KTAG conference on creativity and innovation: Evanston (June) [2]
Stanford-Cornell Groups and Teams Conference: Ithaca (May)
International Association of Conflict Management: Australia (June)

2002:

Academy of Management [3]

2001:

International Association of Conflict Management [2]
Academy of Management
Administrative Sciences Association of Canada
Western Psychological Association [2]

2000:

Academy of Management, Toronto

1999:

Academy of Management, Chicago [2]

International Association of Conflict Management [2]

1998:

Academy of Management, San Diego

1997:

Society of Experimental Social Psychologists, Toronto

Academy of Management, Boston

1996:

Academy of Management, Cincinnati, Ohio [2]

1995:

Academy of Management, symposium, Vancouver, B.C.

International Association of Conflict Management, Denmark

Social Justice conference, Reno

1994:

Experimental Economics, Tucson

Society of Experimental Social Psychologists, Lake Tahoe

Behavioral Decision Research in Management, MIT, Boston

Academy of Management, Dallas [2]

International Association of Conflict Management, Eugene [3]

1993:

Judgment and Decision Making Society, Chicago

International Association of Conflict Management, Belgium

1992:

Academy of Management, Las Vegas

Midwestern Psychological Association, Chicago

Society of Organizational Behavior, Tucson

1991:

Academy of Management, Miami

Academy of Management, Miami (symposium)

Midwestern Psychological Association, Chicago [2]

1990:

Academy of Management, San Francisco

International Association of Conflict Management, Vancouver, B.C.

Midwestern Psychological Association, Chicago

1989:

SPUDM conference, USSR

Academy of Management, Washington, D.C.

1988:

Academy of Management, Anaheim, California [2]

TIMS/ORSA meetings, Washington, DC.

1987:

Academy of Management, New Orleans [2]

Midwestern Psychological Association, Chicago

1986:

American Psychological Association, Washington, D.C.
Midwestern Psychological Association, Chicago

1985:

American Psychological Association, Los Angeles

1984:

American Psychological Association, Toronto
Western Psychological Association, Los Angeles

Webinar and On-line Videos:

Vox Creative: ["Why is it so hard to fix the gender wage gap?"](#)

[Negotiating in a Virtual World](#), Executive course, Kellogg School of Management.

Talks at Google, Authors at Google: ["Stop Spending, Start Managing: Strategies to Transform Wasteful Habits"](#)

MOOC: (massive open online course): [High Performance Collaboration: Leadership Teamwork and Negotiation](#).

Kellogg Alumni Competitive Edge Series: [Leading a Culture of Collaboration](#).

Video Shorts Series: Animated 3-minute videos on brainstorming, teamwork and negotiation

- [How Brainstorming can Neutralize the Loudmouths](#)
- [Managing Virtual Teams](#)
- [High Performance Negotiation Skills For Women](#)
- [Is Your Team Slacking? \(What To Do\)](#)

Teamwork 101 Skills: Design a high-impact team in four sessions (each video less than 15 minutes)

- [Toolbox 1 – Designing teams for success](#)
- [Toolbox 2 – Optimizing team decision making](#)
- [Toolbox 3 – People skills and emotional intelligence](#)
- [Toolbox 4 – Creativity and innovation in teams](#)

Negotiation Tactics 101: Learn effective negotiation skills in under an hour

- [Toolbox 1 - Negotiation: What can go wrong? What must go right?](#)
- [Toolbox 2 - How to prepare effectively](#)
- [Toolbox 3 - Claiming value](#)
- [Toolbox 4 - Creating value](#)

[Managers Are Wasting Time and Money on People Problems](#)

Harvard Business Review (October 20, 2016)

[Negotiating the Sweet Spot: The art of leaving nothing on the table \(part 1, "Negotiating in Personal Life\)](#)

The Business & Management Collection, Henry Stewart Talks (January 31, 2021)

Teamwork:

- [Why are we stuck in pointless meetings?](#)
Event: The Big Question Monthly Video Series. University of Chicago, Booth School of Business
- [High Performance Teamwork: Engagement and Creativity](#)
Event: Diversity and Inclusion Leadership Series

Creativity:

- Fix Your Useless Brainstorming Sessions in Two Minutes
Businessweek.com
- Brainwriting: How to Neutralize the Loudmouths
Businessweek.com
- [Creative Conspiracy: Embracing the counterintuitive side of collaboration](#)
Event: Kellogg Executive Women's Network & Kellogg Alumni Club of Chicago

Negotiation:

- [High Performance Negotiation Skills for Women in STEM Fields](#)
- [High Performance Negotiation Skills for Women](#)
Event: Women's Leadership Workshop 2014
- [High Performance Negotiation Skills for Women](#)
Event: Women's Leadership Workshop 2013
- [Strategies for Negotiating Employment Packages](#)
Event: Women Negotiate Forum 2014
- [Strategies for Negotiating Employment Packages](#)
Event: Women Negotiate Forum 2013
- [Strategies for Negotiating Employment Packages](#)
Event: Women Negotiate Forum 2013
- [Negotiation Theory and Research: Gender & Race](#)
Event: Diversity and Inclusion Leadership Series, University of Chicago

Leadership:

- [Life stories and leadership: Growth mindset and leadership stories](#)
Event: SPARK: Life Stories and Leadership

Webcasts & Podcasts:

Kellogg Insight (December 2, 2021). [The Insightful Leader Live: How to Navigate Work Relationships in a Virtual World](#)

Marketplace Morning Report, Women and Work (March 8, 2021). [Women less likely to ask for raises and promotions during COVID](#)

Dan Hill's EQ Spotlight (December 4, 2020). ["Negotiating the Sweet Spot: The Art of Leaving Nothing on the Table"](#)

HarperCollins Focus Webinar (August 6, 2020). [7 Hacks to Become a Better Negotiator Today](#)

Harvard Business Review podcast (August 4, 2020). [Adapting Negotiations to a Remote World](#)

Kellogg EMBA Women's Leadership Series: Leading with Emotional Intelligence (May 29, 2020).

[Emotional Intelligence: What successful leaders need to know](#) (embaMay29#)

Kellogg Recruiter Connect (May 15, 2020). [Making the Most of the Virtual Shift](#)

Kellogg Through Leadership (May 14, 2020). [The \(new\) Art of Virtual Collaboration](#)

Harvard Business Review Dear HBR podcast (May 7, 2020). [Pre-Pandemic Promises \(Bonus\)](#)

WCTP-AM 820 radio with Joan Esposito (March 18, 2020). Working and negotiating remotely during COVID-19 and the stay-at-home order, Radio/on

Harvard Business Review (April 18, 2019). ["Counteroffers"](#)

Harvard Business Review Webinars (Oct. 7, 2013). ["New Rules of Breakthrough Collaboration"](#)

Digital Workplace Group (May 14, 2013). ["Digital Workplace 24"](#)

Harvard Business Review Idea Cast (April 4, 2013). "The Truth About Creative Teams"