

ARTICLES

VIRTUAL COLLABORATION

- **The Wall Street Journal** (November 29, 2020)
[Do You Have E-Charisma on Zoom? Here's How to Get It](#)
- **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.](#)
- **Senior Living Executive Magazine** (July/August 2020)
[Virtual Interview Insights](#)
- **Korn Ferry** (June 2, 2020)
[Empathy by Zoom](#)
- **The Sunday Times** (London) (May 17, 2020)
[We can go on meeting like this](#)
- **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](#)
- **Bloomberg Businessweek** (April 6, 2020)
[You Can't Check In Too Often With Your Remote Employees](#)

NEGOTIATION

- **Business Insider** (June 6, 2023)
[How to negotiate virtually and win difficult Zoom conversations, according to research](#)
- **Business Insider** (April 12, 2023)
[5 rookie mistakes even senior leaders make when negotiating for more money or promotions, according to a negotiations expert](#)
- **Business Insider** (March 22, 2023)
[As an MBA professor and negotiations expert, here's what I told my daughter about the best way to ask for a raise](#)
- **Business Insider** (December 29, 2022)
[Now's the 'perfect storm' to ask for a raise, an MBA professor says. She shares 5 tips for negotiating — including giving a precise salary number.](#)
- **Bloomberg** (October 25, 2022)
[Work Shift: How to Negotiate Your Return to Office](#)
- **Business Insider** (August 22, 2022)
[A negotiations expert and MBA professor rates Elon Musk's negotiation tactics during the Twitter deal and strongly advises against using 2 of them](#)
- **Business Insider** (July 27, 2022)
[5 crucial pitfalls you need to avoid during job negotiations](#)
- **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](#)
- **MeetingsNet** (August 5, 2020)
[Are Virtual Negotiations Harder Than Face-to-Face?](#)

- **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](#)
- **Fast Company** (Mar. 23, 2020)
[5 practical ways to ace a virtual negotiation](#)
- **Financial Times** (Nov. 12, 2019)
[For successful negotiation look beyond your own industry](#)
- **Chicago Tribune** (Oct. 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](#)
- **Kellogg In Focus Thought Leadership** (Jan. 8, 2019)
[Closing the Negotiation Gap: How Women Can Get What They Want](#)
- **Forbes** (Dec. 18, 2018)
[Do Men Lie More Than Women In Negotiations? It Depends](#)
- **Kellogg Insight** (Dec. 6, 2018)
[Are Women More Ethical at the Negotiating Table? It's Complicated.](#)
- **Kellogg In Focus Thought Leadership** (Nov. 19, 2018)
[Increase Your Learning Power via the Noah's Ark Method](#)
- **Harvard Business Review** (Sept. 15, 2018)
[Simple prompts can get women to negotiate more like men and vice versa.](#)
- **Kellogg Insight** (Feb. 7, 2017)
[Take Five: How to Nurture Your Work Relationships](#)
- **Kellogg Insight** (April 15, 2015)
[Write your own script](#)
- **Kellogg School of Management News & Events** (Dec. 10, 2014)
[Masters of negotiation: born this way?](#)

- **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](#)
- **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](#)
- **Kellogg School of Management News & Events** (Apr. 3, 2014)
[Negotiation Tips: Who's on first? Why you should make the first offer when negotiating](#)
- **Forbes** (November 17, 2016)
[Get Paid What You're Worth: 5 Negotiation Tactics For Freelancers](#)
- **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?](#)
- **Business Insider** (May 14, 2014)
[Here's Why You Should Always Make The First Offer In A Negotiation](#)

CREATIVITY

- **Wall Street Journal** (June 11, 2023)
[To Spur Team Creativity, Replace a Regular With an Outsider](#)
- **Wall Street Journal** (April 12, 2023)
[Why Does Your Boss Reject All of Your Good Ideas?](#)
- **Wall Street Journal** (February 10, 2023)
[Why you are probably doing brainstorming all wrong](#)
- **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.](#)
- **Kellogg Insight** (July 1, 2020)
[How to Do Design Thinking Better](#)
- **Harvard Business Review** (June 9, 2020)
[3 Things You're Getting Wrong About Organizational Change](#)
- **The Sunday Times**, (London) (May 24, 2020)
[Out of Ideas? Here's how to get creative](#)
- **Kellogg Insight** (December 2, 2019)
[Why Your Next Brainstorm Should Begin with an Embarrassing Story](#)
- **Ladders \$100K+ Club** (October 7, 2019)
[This embarrassing hack could be the key to boosting creativity](#)
- **Fast Company** (September 20, 2019)
[Go ahead and tell your most embarrassing story. It will boost your creativity](#)
- **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](#)
- **Businessweek.com** (Dec. 3, 2014)
[Fix Your Useless Brainstorming Sessions in Two Minutes](#)
- **Businessweek** (Oct. 31, 2014)
Brainwriting: How to Neutralize the Loudmouths
- **Fast Company** (July 29, 2014)
[Brainstorming doesn't work; try this technique instead](#)
- **School Administrator** (February 2014)
["Book Review"](#) (Creative Conspiracy review)
- **The European Financial Review** (Oct. 20, 2013)
[Rethinking the Wisdom of the Crowd: Why Individuals are More Creative than their Groups](#)
- **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)
- **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"](#)

LEADERSHIP

- **Kellogg Insight** (April 26, 2023)
[How to Manage a Disengaged Employee—and Get Them Excited about Work Again](#)
- **Kellogg Insight** (July 29, 2022)
[Take 5: Learn to Love Networking \(or at Least Tolerate It\)](#)
- **The New York Times** (April 2, 2021)
[Why We Romanticize the Past](#)
- **The Wall Street Journal** (November 1, 2020)
[The New Rules for Networking in the Pandemic](#)
- **Harvard Business Review** (June 10, 2020)
[Research: How Socioeconomic Status Impacts the Way We Network](#)
- **Forbes** (November 6, 2019)
[Impeachment: Would Things Be Different If Nancy Pelosi Was Ned Pelosi?](#)
- **Harvard Business Review** (November 7, 2016)
[How to Make Better Decisions with Less Data](#)
- **Finance & Management** (November 2016)
[Seeking Out a New Route](#)
- **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](#)
- **Chicago Tribune / Blue Sky Views** (September 26, 2016)
[Productivity fails: The time-wasters that cost an organization](#)
- **goop** (September 19, 2016)
[Envy at the Office](#)

- **Harvard Business Review** (August 23, 2016)
[Putting a Price on People Problems at Work](#)
- **Intuit** (August 16, 2016)
[How Managers Can End Wasteful Habits and Use Solutions That Work](#)
- **Fast Company** (August 15, 2016)
[Forget Micromanaging, Hands-Off Leadership Could Hurt Workers More](#)
- **Leadership Harvard Business Review** (July 14, 2016)
[Why you should always go off-script in a job interview.](#)
- **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 \(and thank goodness for that\)](#)
- **Harvard Business Review** (February 15, 2016)
[How to hire without getting fooled by first impressions](#)
- **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](#)
- **Wall Street Journal Online** (April 25, 2014)
[Put your envy to good use](#)

TEAMWORK & COLLABORATION

- **Executive Courses** (June 14, 2022)
[Executive Courses in Managing People and Teams](#)
- **Kellogg Insight** (January 6, 2017)
[Lead Better Teams, Engage More Customers, and Find Your Next Market](#)
- **Kellogg Insight** (July 20, 2016)
[Five Strategies for Leading a High-Impact Team](#)
- **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](#)
- **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** (Jan. 15, 2014)
["The top three collaboration mistakes—and how to fix them"](#)
- **Kellogg Insight Blog** (April 3, 2013)
["Commons are necessary, but caves are too"](#)
- **Inc.** (November 22, 2016)
[These 5 Common Collaboration Myths Are Destroying Your Team](#)
- **The Economist** (March 19, 2016)
[Team spirit](#)
- **IGNITES: A Financial Times Service** (Sept. 22, 2014)
[People Feature: Corner Office Gig? Most Workers Say 'No Thanks'](#)
- **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"](#)

- **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"](#)
- **USA Today** (April 1, 2013)
["Idea File: Make office arguments more constructive"](#)
- **Harvard Business Review Blog** (March 27, 2013)
["Give workers the power to choose: Cave or Commons"](#)
- **Kellogg Insight** (March 13, 2013)
["Collaborate Better"](#)
- **Fortune** (February 14, 2013)
["How to neutralize a meeting tyrant"](#)
- **Business Insider** (February 11, 2013)
["3 ways to keep dominant personalities from ruining meetings"](#)