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MURNIGHAN, J. KEITH

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Current Position Harold H. Hines Jr. Distinguished Professor of Risk Management,
 Department of Management and Organizations, Kellogg School of
 Management, Northwestern University, Evanston, Illinois, 1996 – present

Professor, Department of Psychology (courtesy), 2012- present

Honors and Awards

Our paper on the power of reconnecting auctions was chosen as one of the Editors' Top Ten articles of 2011 by MIT Sloan Management Review.

Clarence L. Ver Steeg Graduate Faculty Award, Northwestern University, 2009-10, recognizing outstanding graduate student mentoring.

Honorary Doctor of Science (Economics), 2010, London Business School, in recognition of distinguished contributions to the field of Management and Organization Studies.

Best Professor, 2009, Executive MBA program, Kellogg-Hong Kong University of Science and Technology, KH11.

Distinguished Educator, Academy of Management, 2006. A Career Achievement Award.

Our paper on auctions was chosen as one of the Best Ideas of the Year, New York Times Sunday Magazine, December 10, 2006.

Outstanding Conference Paper, 2003, from the International Association for Conflict Management

Visiting Professor, Summer, 2002, Beijing University, Guanghua School of Business

Best Paper, Organizational Behavior, Administrative Science Association of Canada meetings, London, Ontario, 2001.

Best Professor, Executive MBA program, Kellogg-Hong Kong University of Science and Technology, 1998 (the inaugural class), voted on and awarded nine years later, in 2007.

Associate Editor, Administrative Science Quarterly, 1994 – 1998.

Outstanding Paper in Organizational Behavior, 1998, from the Academy of Management.

Teaching Excellence Award, 1995-96, Commerce Graduate Students, University of British Columbia.

Professor of the Year Award, 1993, MBA Association of the College of Commerce and Business Administration, University of Illinois.

Director, Institute on Negotiation and Dispute Resolution, Center for Advanced Study in the Behavioral Sciences, Stanford, California, Summer, 1992.

Graduate Excellence-in-Teaching Award, 1992, College of Commerce and Business Administration, University of Illinois.

Visiting Scholar, Dispute Resolution Research Center, Kellogg School of Management, Northwestern University, Evanston, Illinois, Spring, 1991.

Best Paper, Intragroup Conflict. The International Association for Conflict Management meetings, 1991, Amsterdam.

Fellow, Center for Advanced Study in the Behavioral Sciences, Stanford, California, Spring/Summer, 1990.

Listed among teachers ranked as excellent/outstanding at the University of Illinois by their students for Negotiations (MBA); Intro OB (core and exec MBA); Research Methods, Current Micro OB (PhDs)

Positions prior to Kellogg/Northwestern

1993 - 1996	W. J. Van Dusen Distinguished Professor, Industrial Relations Management Division, Faculty of Commerce and Business Administration, University of British Columbia, Vancouver, Canada
1974 - 1993	Assistant to Full Professor, Department of Business Administration, Organizational Behavior Group, University of Illinois, Urbana-Champaign.

Temporary/Visiting Positions

Summers 1999, 2001, 2002 Spring 2007	Visiting Professor, London Business School
Springs, 2002-2004	Visiting Professor, Indian School of Business
1986 - 1988	Visiting Professor, Fuqua School of Business, Duke University, Durham, North Carolina
Fall 1984	Visiting Professor, Ecole Superieure des Sciences Economiques et Commerciales (ESSEC), Cergy Pontoise, France
1983 - 1984	Research Professor, Bureau of Economic and Business Research, University of Illinois, Urbana-Champaign.
Spring/Summer 1981	Visiting Professor, Department of Business Studies, Organisational Behaviour Group, University of Warwick, Coventry, England.

1975 - 1976 Research Associate, Center for Advanced
Study, University of Illinois, Urbana-Champaign.

1970 - 1974 Graduate Research and Teaching Assistant,
Department of Psychological Sciences,
Purdue University, Lafayette, Indiana.

Education

Purdue University: Ph.D., 1974 (Social Psychology)

 M.S., 1972 (Social Psychology)

 B.A., 1970 (Psychology major; Mathematics minor)

Books

Murnighan, J. K. Do Nothing! How to Stop Overmanaging and Become a Great Leader. June, 2012.
Portfolio/Penguin.

*Translated into Spanish, 2012; and into Dutch, Portuguese, Chinese (simple and complex), and
Korean, 2013.

Murnighan, J. K. & Mowen, J. C. The Art of High-Stakes Decision-Making: Tough Calls in a Speed-
Driven World. John Wiley & Sons, 2002.

*Translated into Dutch, 2004.

*Chapter 1 reprinted in The Organizational Behavior Reader, 9th edition, edited by J. S. Osland,
I. M. Rubin, D. A. Kolb, and M. W. Turner, 2009. Prentice Hall.

Murnighan, J. K. Bargaining Games: A New Approach to Strategic Thinking in Negotiations. William
Morrow & Sons, 1992.

Murnighan, J. K. The Dynamics of Bargaining Games. Prentice Hall, 1991.

*Translated into Japanese, 1993.

Edited Books

De Cremer, D., van Dick, R., & Murnighan, J. K. (Eds.) Social Psychology and Organizations.
Psychology Press, 2010.

De Cremer, D., Zeelenberg, M., & Murnighan, J. K. Social Psychology and Economics.
Mahwah, NJ: Lawrence Erlbaum Associates, 2006.

*The subject of a Book Review Symposium (an introduction and three reviews) in the *Academy
of Management Review*, 2007, 32, 668-677.

Murnighan, J. K. Social Psychology in Organizations: Advances in Theory & Research. Prentice Hall, 1993.

Papers

Wang, L. & Murnighan, J. K. Money, emotions, and ethics across individuals and countries. *Journal
of Business Ethics*, in press.

- Chou, E. & Murnighan, J. K. (2013). Life or death decisions: framing the call for help. *PLoS ONE*, 8(3): e57351. doi:10.1371/journal.pone.0057351.
- Wang, L. & Murnighan, J. K. (2013). The generalist bias. *Organizational Behavior and Human Decision Processes*, 120, 47-61. DOI information: 10.1016/j.obhdp.2012.09.001.
- Murnighan, J. K. (2012). Game theory. In Teece, D., & Augier, M. (Eds.), *Palgrave Encyclopedia of Strategic Management*, in press.
- van Beest, I. & Murnighan, J. K. (2012). Coalitions. In Teece, D., & Augier, M. (Eds.), *Palgrave Encyclopedia of Strategic Management*, in press.
- Murnighan, J. K. (2012). A general model for experimental inquiry in economics and social psychology. In Caplin, A., Frechette, G., & Schotter, A. (Eds.) *Modern Experimental Economics*, in press.
- Halevy, N., Chou, E., Galinsky, A., & Murnighan, J. K. (2012). When hierarchy wins: evidence from the National Basketball Association. *Social Psychological and Personality Science*, 3: 398-406.
- Halevy, N., Chou, E., & Murnighan, J. K. (2012). Mind games: the mental representation of conflict. *Journal of Personality and Social Psychology*, 102: 132-148.
- Gunia, B., Wang, L., Huang, L., Wang, J., & Murnighan, J. K. (2012). Contemplation and conversation: subtle influences on moral decision making. *Academy of Management Journal*, 55, 13-33.
- Wang, C. S., Narayanan, J., Sivanathan, N., Ganegoda, D., Bauer, M., Bodenhausen, G., & Murnighan, J. K. (2011). Retribution and rumination: the effect of time delay in angry economic interactions. *Organizational Behavior and Human Decision Processes*, 116: 46-54.
- Wang, L., Malhotra, D., & Murnighan, J. K. (2011). Economics education and greed. *Academy of Management Learning & Education*, 10, 643-660.
- Wang, L. & Murnighan, J. K. (2011). On greed. In Walsh, J. P. & Brief, A. P., (Eds.), *The Academy of Management Annals*, Volume 5, 279-316.
- Halevy, N., Chou, E., & Murnighan, J. K. (2011). Games groups play: mental models in intergroup conflict and negotiation and the perception of conflict. In Mannix, E., Neale, M., and Overbeck, J. (Eds.), *Research on Managing Groups and Teams: Negotiation and Groups*. Volume 14, 79-107. Emerald: London.
- Levin, D. Z., Walter, J., & Murnighan, J. K. (2011). The power of reconnecting. *MIT Sloan Management Review*, 52 (Spring), 45-50. <http://sloanreview.mit.edu/x/52309>

*Listed first as one of their Editors' Top Ten articles of 2011.

- van Beest, I., Steinel, W., & Murnighan, J. K. (2011). Honesty pays: On the benefits of having and disclosing information in coalition bargaining. *Journal of Experimental Social Psychology*, 47, 738-747.

Jordan, J., Mullen, E., & Murnighan, J. K. (2011). Striving for the moral self: The effects of recalling past moral actions on future moral behavior. *Personality and Social Psychology Bulletin*, 37, 701-713.

De Cremer, D., Van Dick, R., Tenbrunsel, A., Pillutla, M., & Murnighan, J. K. (2011). Understanding ethical behavior and decision making in management: a behavioral business ethics approach. Introduction to a special issue on Ethical Behavior and Decision Making, *British Journal of Management*, 22, 1-4.

Levin, D. Z., Walter, J., & Murnighan, J. K. (2011). Dormant ties: the value of reconnecting. *Organization Science*, 22: 923-939.

De Cremer, D., Van Dick, R., & Murnighan, J. K. (2010). On social beings and organizational animals: A social psychological approach to organizations. In De Cremer, D., Van Dick, R., & Murnighan, J. K. (Eds.), *Social Psychology and Organizations*. New York: Psychology Press.

Huang, L. & Murnighan, J. K. (2010). What's in a Name? Subliminally Activating Trusting Behavior. *Organizational Behavior and Human Decision Processes*, 111, 62–70.

Zhong, C., Ku, G., Lount, R. B., & Murnighan, J.K. (2009). Compensatory ethics. *Journal of Business Ethics*, 92: 323-339.

Lau, D. C. & Murnighan, J. K. (2009). Faultlines. In Levine, J. and Hogg, M. (Eds.), *Encyclopedia of Group Processes and Intergroup Relations*. Sage Publications: Thousand Oaks, CA.

Cohen, T., Gunia, B., Kim, S. Y., & Murnighan, J. K. (2009). Do groups lie more than individuals? Honesty and deception as a function of strategic self-interest. *Journal of Experimental Social Psychology*, 45, 1321-1324.

Gibson, K.W. & Murnighan, J. K. (2009). From theory to practice: Messick and morality. In Kramer, R., Tenbrunsel, A., and Bazerman, M. (Eds.), *Social Decision Making: Social Dilemmas, Social Values, and Ethical Judgments*. New York: Routledge, 265-290.

Wang, C. S., Galinsky, A. D., & Murnighan, J. K. (2009). Bad drives psychological evaluations but good propels behavior: responses to honesty and deception. *Psychological Science*, 20, 634-644.

**Finalist, 2010 Award for Best Paper in Positive Organizational Scholarship.

Lount, R. B., Zhong, C., Sivanathan, N., & Murnighan, J.K. (2008). Getting off on the wrong foot: restoring trust and the timing of a breach. *Personality and Social Psychology Bulletin*, 34. 1601-1612.

Weber, J. M. & Murnighan, J. K. (2008). Suckers or saviors? Consistent contributors in social dilemmas. *Journal of Personality and Social Psychology*, 95, 1340-1353.

Kahn, L. M. & Murnighan, J. K. (2008). Payoff uncertainty and cooperation in finitely-repeated prisoner's dilemma games. In Plott, C., and Smith, V. (Eds.), *The Handbook of Experimental Economic Results*, Volume 1. Amsterdam: North-Holland, 598-606.

Murnighan, J. K. (2008). Fairness in ultimatum bargaining. In Plott, C. and Smith, V. (Eds.), *The Handbook of Experimental Economic Results*, Volume 1. Amsterdam: North-Holland, 436-453.

Malhotra, D., Ku, G., & Murnighan, J. K. (2008). When winning is everything. *Harvard Business Review*, 86, May, Number 5, 78-86.

Sivanathan, N., Pillutla, M. M., & Murnighan, J. K. (2008). Power gained, power lost. (Lead article). *Organizational Behavior and Human Decision Processes*, 105, 135-146.

Zhong, C., Loewenstein, J., & Murnighan, J. K. (2007). Speaking the same language: The cooperative effects of labeling in the prisoners' dilemma. *Journal of Conflict Resolution*, 51, 431-456.

Ku, G., Galinsky, A., & Murnighan, J. K. (2006). Starting low but ending high: A reversal of the anchoring effect in auctions. *Journal of Personality and Social Psychology*, 90: 975-986.

**Chosen for the 6th annual Year in Ideas issue, *New York Times Sunday Magazine*, December 10, 2006, page 59.

De Cremer, D., Zeelenberg, M., & Murnighan, J. K. (2006). Social animals and economic beings: On unifying social psychology and economics. In De Cremer, D., Zeelenberg, M., & Murnighan, J. K. (Eds.) *Social Psychology and Economics*, pages 3-14. Lawrence Erlbaum, Inc.: Mahwah, NJ.

Murnighan, J. K. & Roth, A. E. (2006). Some of the ancient history of experimental economics and social psychology: Reminiscences and analysis of a fruitful collaboration. In De Cremer, D., Zeelenberg, M., & Murnighan, J. K. (Eds.) *Social Psychology and Economics*, pages 321-334. Lawrence Erlbaum Associates, Inc.: Mahwah, NJ.

Zhong, C. B., Ku, G., Lount, R. B., & Murnighan, J. K. (2006). Self-interest and morality in ethical decision-making: Implications in a group context and a preliminary test. In Tenbrunsel, A., Mannix, E., and Neale, M. (Eds.), *Research on Managing Groups and Teams: Ethics and Groups*, pages 149-176. Elsevier Press: London, England.

Weber, J. M., Malhotra, D., & Murnighan, J. K. (2005). Normal acts of irrational trust: motivated attributions and the trust development process. In B. M. Staw and R. M. Kramer (Eds.), *Research in Organizational Behavior*, Volume 26. NY: Elsevier, 75-102.

Ku, G., Malhotra, D., & Murnighan, J. K. (2005). Towards a competitive arousal model of decision-making: a study of auction fever in live and internet auctions. *Organizational Behavior and Human Decision Processes*, 96, 89-103. (Lead Article)

Lau, D. C. & Murnighan, J. K. (2005). Interactions within groups and subgroups: The dynamic effects of demographic faultlines. *Academy of Management Journal*, 48, 645-660.

*Finalist, Most Influential Paper in Conflict Management, 2005-2010; Conflict Management Division of the Academy of Management, 2013.

Murnighan, J. K. (2004). Coalition formation. Consensus. Exchange relations. Game theory. Group cohesiveness. Prisoners' dilemma. Reciprocal altruism. Reciprocity. Entries in N. Nicholson, P. Audia, and M. Pillutla (Eds.), *Blackwell Encyclopedic Dictionary of Management: Organizational Behavior*, 2nd Edition. Blackwell: Oxford.

Murnighan, J. K., Malhotra, D. & Weber, J. M. (2004). Paradoxes of trust: empirical and theoretical departures from the traditional model. In Roderick Kramer and Karen Cook (Eds.), *Trust and Distrust in Organizations: Emerging Perspectives, Enduring Questions*. Russell Sage, 293-326.

- Oesch, J. & Murnighan, J. K. (2003). Egocentric perceptions of relationship, competence, and trustworthiness in salary allocation choices. *Social Justice Research*, 16, 53-78.
- Pillutla, M. & Murnighan, J. K. (2003). Fairness in bargaining. *Social Justice Research*, 16, 241-262.
- Pillutla, M., Malhotra, D., & Murnighan, J. K. (2003). Attributions of trust and the calculus of reciprocity. *Journal of Experimental Social Psychology*, 39, 448-455.
- Croson, R., Boles, T., & Murnighan, J. K. (2003). Cheap talk in bargaining experiments: lying and threats in ultimatum games. *Journal of Economic Behavior and Organization*, 51, 143-159. (Lead article.)
- Malhotra, D. & Murnighan, J. K. (2002). The effects of contracts on interpersonal trust. *Administrative Science Quarterly*, 47, 534-559.
- Bottom, W., Daniels, S., Gibson, K. S., & Murnighan, J. K. (2002). When talk is not cheap: Substantive penance and expressions of intent in rebuilding cooperation. *Organization Science*, 13, 497-513.
- Murnighan, J. K. (2002). The delights of history, the thrill of the present, and hopes for the future: looking at a new millennium for the field of organizational behavior: observation, reflections, and anticipation. *Journal of Management Inquiry*, 11, 13-15.
- Murnighan, J. K. (2002). A very extreme case of the dollar auction. *Journal of Management Education*, 26: 56-69.
- Murnighan, J. K. (2001). Images of a new time, 2001. (Introduction to the first of three shows of art and poetry.) *Journal of Management Inquiry*, 10, 128.
- Murnighan, J. K., Oesch, J., & Pillutla, M. M. (2001). Player types and self impression management in dictatorship games: Two experiments. *Games and Economic Behavior*, 37: 388-414.
- Murnighan, J. K., Cantelon, D. A., & Elyashiv, T. (2001). Bounded personal ethics and the tap dance of real estate agency. In J. A. Wagner III, J. M. Bartunek, and K. D. Elsbach (Eds.), *Advances in Qualitative Organizational Research*, 3: 1-40. New York: Elsevier/JAI.
- Lee, J. A. & Murnighan, J. K. (2001). The empathy-prospect model and the choice to help. *Journal of Applied Social Psychology*, 31: 816-839.
- Boles, T. L., Croson, R. T. A. & Murnighan, J. K. (2000). Deception and retribution in repeated ultimatum bargaining. *Organizational Behavior and Human Decision Processes*, 83: 235-259.
- Murnighan, J. K., Babcock, L., Thompson, L., & Pillutla, M. M. (1999). The information dilemma in negotiations: Effects of experience, incentives, and integrative potential. *International Journal of Conflict Management*, 10, 313-339.
- Moore, D. A. & Murnighan, J. K. (1999). Alternative models of the future of the social psychology of negotiations. *Negotiation Journal*, 15: 347-354.

Ventresca, M. & Murnighan, J. K. (1999). Book review. *Debating Rationality: Non-rational Aspects of Organizational Decision Making*. Jennifer Halpern and Robert Stern, eds. *Administrative Science Quarterly*, 44: 832-837.

Murnighan, J. K. & Ross, T. (1999). On the collaborative potential of psychology and economics. (The introduction to a special issue). *Journal of Economic Behavior and Organization*, 39: 1-10.

Murnighan, J. K. (1999). The Analytics and Practicality of Fair Division Procedures: A Review Essay. A review of *Fair Division: From Cake-Cutting to Dispute Resolution*, by Steven J. Brams and Alan D. Taylor. *Social Justice Research*, 12: 151-164.

Gibson, K. S., Bottom, W., & Murnighan, J. K. (1999). Once bitten: Defection and reconciliation in a cooperative enterprise. *Business Ethics Quarterly*, 9: 69-86.

Murnighan, J. K. & Saxon, M. S. (1998). Ultimatum bargaining by children and adults. *Journal of Economic Psychology*, 19: 415-445.

Lau, D. & Murnighan, J. K. (1998). Demographic diversity and faultlines: The compositional dynamics of organizational groups. *Academy of Management Review*, 23: 325-340.

*Received the Outstanding Paper in Organizational Behavior Award, 1998, from the Academy of Management.

Kim, J. W. & Murnighan, J. K. (1997). The effects of connectedness and self interest in the organizational volunteer dilemma. *International Journal of Conflict Management*, 8: 32-51.

Pillutla, M. M. & Murnighan, J. K. (1996). Unfairness, anger, and spite: Emotional rejections of ultimatum offers. *Organizational Behavior and Human Decision Processes*, 68: 208-224.

McLean Parks, J., Boles, T. L., Conlon, D. J., DeSouza E., Gatewood, W., Gibson, K. L., Halpern J., Locke D., Nekich, J., Straub P. G., Wilson G., & Murnighan, J. K. (1996). Distributing adventitious outcomes: Social norms, egocentric martyrs, and the effects on future relationships. *Organizational Behavior and Human Decision Processes*, 67: 181-200.

Foreman, P. & Murnighan, J. K. (1996). Learning to avoid the winner's curse. *Organizational Behavior and Human Decision Processes*, 67: 170-180.

Murnighan, J. K. (1996). Revising and resubmitting: Author emotions, editor roles, and the value of dialogue. In Frost, P. J., and Taylor, S. (Eds.), *Rhythms of Academic Life*, pages 135-142. Thousand Oaks CA: Sage.

Murnighan, J. K. (1995). Coalition formation. Reciprocity. Entries in C. L. Cooper and C. Argyris (Eds.), *Encyclopedia of Management*, pages 81, 545. Blackwell: Oxford.

Straub, P. G. & Murnighan, J. K. (1995). An experimental investigation of ultimatums: Common knowledge, fairness, expectations, and lowest acceptable offers. *Journal of Economic Behavior and Organization*, 27, 345-364.

Murnighan, J. K. (1995). Coalition formation. Consensus. Exchange relations. Game theory. Group cohesiveness. Prisoners' dilemma. Reciprocity. Entries in Nicholson, Nigel (Ed.), *A Dictionary of Organizational Behavior*, pages 63-64, 100, 170, 187-189, 199, 443-444, 470. Blackwell: Oxford.

Pillutla, M. M. & Murnighan, J. K. (1995). Being fair or appearing fair: Strategic behavior in ultimatum bargaining. *Academy of Management Journal*, 38: 1408-1426.

Murnighan, J. K. & Pillutla, M. M. (1995). Fairness and self-interest: Asymmetric moral imperatives in ultimatum bargaining. In Kramer, R., and Messick, D. (Eds.), *Negotiation as a Social Process*, pages 240-267. Thousand Oaks, CA: Sage.

Lim, S. G. & Murnighan, J. K. (1994). Phases, deadlines, and the bargaining process. *Organizational Behavior and Human Decision Processes*, 58: 153-171. (Lead article.)

Murnighan, J. K. (1994). Game theory and organizational behavior. In B. M. Staw and L. L. Cummings (Eds.), *Research in Organizational Behavior*, 16: 83-123. Greenwich, Conn.: JAI Press.

Conlon, D. J., Carnevale, P., & Murnighan, J. K. (1994). Intravention: Third party intervention with clout. *Organizational Behavior and Human Decision Processes*, 57: 387-410.

Murnighan, J. K., Kim, J. W., & Metzger, A. R. (1993). The volunteer dilemma. *Administrative Science Quarterly*, 38: 515-538. (Lead article)

*Reprinted in M. H. Bazerman (Ed.). 2005. *Negotiation, Decision Making, and Conflict Management*. Cheltenham, UK: Edward Elgar.

Kahn, L. M. & Murnighan, J. K. (1993). Conjecture, uncertainty, and cooperation in prisoner's dilemma games: Some experimental evidence. *Journal of Economic Behavior and Organization*, 22: 91-117.

Kahn, L. M. & Murnighan, J. K. (1993). A general experiment on bargaining in demand games with outside options. *American Economic Review*, 83: 1260-1280.

Murnighan, J. K. (1993). Theory and research in social psychology and organizations. In Murnighan, J. K. (Ed.) *Social Psychology in Organizations: Advances in Theory and Research*. Prentice Hall: Englewood Cliffs, NJ.

Murnighan, J. K. & King, T. R. (1992). Using leverage in asymmetric dilemmas: Alternation and cooperation in complex mixed motive conflict. In W. Liebrand, D. Messick, and H. Wilke (Eds.), *A Social Psychological Approach to Social Dilemmas*, 163-182. Oxford: Pergamon Press.

Murnighan, J. K. (1991). Cooperating when you know your outcomes will differ. *Simulation and Gaming*, 22, 463-475.

Murnighan, J. K. & Conlon, D. J. (1991). The dynamics of intense work groups: A study of British string quartets. *Administrative Science Quarterly*, 36, 165-186. (Lead article)

Bettenhausen, K. & Murnighan, J. K. (1991). The development of an intragroup norm and the effects of interpersonal and structural challenges. *Administrative Science Quarterly*, 36, 20-35.

*Reprinted in Gersick, C. J. G. (Ed.). 1994. *Group Management: Current Issues in Practice and Research*. New York: Dartmouth Publishing Company.

Murnighan, J. K. & Brass, D. J. (1991). Intraorganizational coalitions. In M. Bazerman, R. Lewicki, and B. Sheppard (Eds.), *The Handbook of Negotiation Research*, 283-306. Greenwich, Conn.: JAI Press.

Murnighan, J.K., King, T. R., & Schoumaker, F. (1990). The dynamics of cooperation in asymmetric dilemmas. In E. Lawler, B. Markovsky, C. Ridgeway, and H. Walker (Eds.), *Advances in Group Processes*, Vol. 7, 179-202. Greenwich, Conn.: JAI Press.

Murnighan, J. K. & Bazerman, M. H. (1990). A perspective on negotiation research in accounting and auditing. *The Accounting Review*, 65, 642-657.

Roth, A. E., Murnighan, J. K., & Schoumaker, F. (1988). The deadline effect in bargaining: Some experimental evidence. *American Economic Review*, 78, 806-823.

King, T. R. & Murnighan, J. K. (1988). Stability and outcome tradeoffs in asymmetric dilemmas: Conditions promoting the discovery of alternating solutions. In R. Tietz, W. Albers and R. Selten (Eds.), *Bounded Rational Behavior in Experimental Games and Markets*. New York: Springer, 85-94.

Murnighan, J. K., Roth, A. E., & Schoumaker, F. (1988). Risk aversion in bargaining: An experimental study. *Journal of Risk and Uncertainty*, 1, 101-124.

Murnighan, J. K., Roth, A. E., & Schoumaker, F. (1987). Risk aversion and bargaining: Some preliminary experimental results. *European Economic Review*, 31, 265-271.

Wagner, J. A. & Murnighan, J. K. (1986). Nuts and dilemmas: A research note. *Behavioral Science*, 31, 254-259.

Murnighan, J. K. (1986). The structure of mediation and intravention: Comments on Carnevale's strategic choice model. *Negotiation Journal*, 4, 351-356.

Murnighan, J. K. (1986). Organizational coalitions: Structural contingencies and the formation process. In Lewicki, R., Sheppard, B., and Bazerman, M. (Eds.), *Research on Negotiations in Organizations*, Volume 1.

Bettenhausen, K. & Murnighan, J. K. (1985). The emergence of norms in competitive decision making groups. *Administrative Science Quarterly*, 30, 350-372.

Murnighan, J. K. (1985). Coalitions in decision-making groups: Organizational analogs. *Organizational Behavior and Human Decision Processes*, 35, 1-26. (Lead article)

Albers, W., Crott, H., & Murnighan, J. K. (1985). The formation of blocs in an experimental study of coalition formation. *Journal of Occupational Behavior*, 6, 33-48.

Bartunek, J. M. & Murnighan, J. K. (1984). Reflecting on the Nominal Group Technique: Altering the basic procedure and its underlying assumptions. *Group and Organization Studies*, 9, 417-432.

Murnighan, J. K. & Vollrath, D. A. (1984). Hierarchies, coalitions, and organizations. In S. B. Bacharach and E. J. Lawler (Eds.), *Research in the Sociology of Organizations*, Vol. 3, 157-187. Greenwich, Conn: JAI Press.

- Murnighan, J. K. (1983). Discussions with British string quartets: A preliminary report. *American Ensemble*, 6, No. 3, 10-11.
- Murnighan, J. K. & Roth, A. E. (1983). Expecting continued play in prisoner's dilemma games: A test of several models. *Journal of Conflict Resolution*, 27, 279-300.
- Roth, A. E. & Murnighan, J. K. (1983). Information and aspirations in two-person bargaining. In R. Tietz (Ed.), *Aspiration Levels in Bargaining and Economic Decision Making*, NY: Springer, 91-103.
- Book Review. (1982). *The Social Psychology of Power* by Sik Hong Ng. *British Journal of Social Psychology*, 21, 73-74.
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- Murnighan, J. K. (1982). Evaluating theoretical predictions in the social sciences: Coalition theories and other models. *Behavioral Science*, 27, 125-130.
- Murnighan, J. K. (1982). Game theory and the structure of decision making groups. In R. Guzzo (Ed.), *Improving Group Decision Making in Organizations*, New York: Academic Press, 73-95.
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- Murnighan, J. K. (1981). Training independent social scientists. *Exchange, The Organizational Behavior Teaching Journal*, 6, (No. 3), 9-11.
- Murnighan, J. K. (1981). Defectors, vulnerability and relative power: Some causes and effects of leaving a stable coalition. *Human Relations*, 34, 589-609.
- Murnighan, J. K. (1981). Group decision making: What strategies should you use? *Management Review*, 70, 55-62.
- Murnighan, J. K. & Roth, A. E. (1980). The effects of group size and communication availability on coalition bargaining in a veto game. *Journal of Personality and Social Psychology*, 39, 92-103.
- Murnighan, J. K. & Sz wajkowski, E. (1979). Coalition bargaining in four games that include a veto player. *Journal of Personality and Social Psychology*, 37, 1933-1946.
- Murnighan, J. K. (1978). Strength and weakness in four coalition situations. *Behavioral Science*, 23, 195-208.
- Murnighan, J. K. (1978). Models of coalition behavior: Game theoretic, social psychological and political perspectives. *Psychological Bulletin*, 85, 1130-1153.

*Reprinted in M. H. Bazerman (Ed.). 2005. *Negotiation, Decision Making, and Conflict Management*. Cheltenham, UK: Edward Elgar.

*Reprinted in L. E. Susskind and L. Crump (Eds.), 2008. *Multiparty Negotiations*. Sage.

Castore, C. H. & Murnighan, J. K. (1978). Determinants of individual support of group decisions. *Organizational Behavior and Human Performance*, 22, 75-92.

Murnighan, J. K. & Roth, A. E. (1978). Large group bargaining in a characteristic function game. *Journal of Conflict Resolution*, 22, 299-317.

Roth, A. E. & Murnighan, J. K. (1978). Equilibrium behavior and repeated play in prisoners' dilemma games. *Journal of Mathematical Psychology*, 17, 189-198.

Murnighan, J. K. & Roth, A. E. (1977). The effects of communication and information availability in an experimental study of a three-person game. *Management Science*, 23, 1336-1348.

Murnighan, J. K., Komorita, S. S., & Szwajkowski, E. (1977). Theories of coalition formation and the effects of reference groups. *Journal of Experimental Social Psychology*, 13, 166-181.

Moskowitz, H. & Murnighan, J. K. (1976). Information centralization of organizational information structures via reports of exceptions. *Journal of Business Research*, 4, 145-162.

Murnighan, J. K. & Leung, T. K. (1976). The effects of leadership involvement and the importance of the task on subordinates' performance. *Organizational Behavior and Human Performance*, 17, 229-310.

Moskowitz, H. & Murnighan, J. K. (1975). Reports of exceptions: An experimental study of information centralization. *Omega, The International Journal of Management Science*, 3, 229-234.

Murnighan, J. K. & Castore, C. H. (1975). An experimental test of three choice shift hypotheses. *Memory and Cognition*, 3, 171-174.

Papers Under Review

Chou, E., Halevy, N., & Murnighan, J. K. Less specific contracts stimulate motivation, commitment, and performance.

Chou, E., Katz, J. J., Halevy, N., & Murnighan, J. K. Taking turns: A potent process for the development of trust and reciprocity.

Wang, L., Zhong, C., & Murnighan, J. K. The social and ethical consequences of a calculative mindset.

Gunia, B. & Murnighan, J. K. The tell-tale gaze: detecting intrapersonal emotional signals in the decision making process.

Walter, J., Levin, D. Z., & Murnighan, J. K. The uncertainty of getting help: reconnection choices and the dominance of the irrelevant past.

Wang, L. & Murnighan, J. K. Long-term contracts and the motivational force of a noteworthy award.

Sivanathan, N., Wang, L., Huang, L., & Murnighan, J. K. Beauty shines bright in the company of ugly:

trust, agency, and social comparison.

Ku, G., Galinsky, A., & Murnighan, J. K. The psychological potency of low starting prices plus puffery in auctions.

Whitson, J., Wang, C., See, M., Baker, W. & Murnighan, J. K. Punishing more and rewarding less: recipients' and observers' responses to deception and honesty.

Wang, L. & Murnighan, J. K. Mirror, mirror: The social and moral consequences of self-perceived physical attractiveness.

Lucas, B. J., Galinsky, A. D., & Murnighan, J. K.. An intentions-based model of perspective-taking: when getting inside another person's head leads to moral condemnation.

Papers Being Revised for Submission

Wang, L. & Murnighan, J. K. Ethics and creativity.

Kern, M., Ku, G., Cross-cultural norms and values in competitive decision making.

Lau, D. C. & Murnighan, J. K. Minority dynamics in faultline groups.

Wang, L. & Murnighan, J. K. The sense of emotions: a synthetic emotional model of decision making.

Gunia, Shim, Hsu, Nordgren, & Murnighan. The ethical power of unconscious thought.

Kim, Gunia, Cohen, & Murnighan. The dynamics of shame in the U.S, and Korea.

Adam, M. T. P., Ku, G., Galinsky. A. D., & Murnighan, J. K.

Kim, Gunia, Cohen, & Murnighan. Gender and interdependence in strategic interactions.

Gunia, B., Effron, D., Cao, J., & Murnighan, J. K. The dynamics of apologies.

Effron, D. & Murnighan, J. K. The oscillation of individuals' moral acts.

Murnighan, J. K. A model of moral equilibria.

Wang, L. & Murnighan, J. K. Guilt and immorality.

Wang, L. & Murnighan J, K. Organizational culture and greed.

Gunia, B. & Murnighan, J. K. The subtle strength of moral norms.

Wang, L. & Murnighan, J. K. The dynamics of greed.

Kennedy, M. & Murnighan, J. K. Should I stay or should I go? Competence and identity in strategic decisions.

Scwhind, K., Conlon, D., & Murnighan, J. K. The genesis and early determinants of artistic careers.

Bauman, C., & Murnighan, J. K. Contextual definitions of morality.

Oesch, J. & Murnighan, J. K. Managing prima donnas.

Invited Addresses and Convention Presentations

- 2014 University of Virginia
- 2013 Harvard University
Chinese University of Hong Kong
International Association for Conflict Management meetings, Tacoma
Academy of Management meetings, Orlando
- 2012 Cornell University, ILIR school, Ithaca
Academy of Management meetings, Boston
Chapman University, CA
University of California, San Diego
International Association for Conflict Management meetings, South Africa
- 2011 Academy of Management meetings, San Antonio
University of California, Berkeley
Washington University, St. Louis
International Association for Conflict Management meetings, Istanbul
Yale University
University of Illinois, Chicago, Psychology Department
- 2010 New York University
Society of Personality and Social Psychology, Las Vegas
Kellogg Impact Series, Hong Kong
International Association for Conflict Management meetings, Boston
Negotiations and Groups Conference, Stanford University
London Business School
Academy of Management meetings, Montreal
University of Southern California
- 2009 Judgment/Decision Making preconf., Society for Personality & Social Psych, Tampa
Plenary speaker, The Texas Conference (on cognition), University of Texas, Austin
Summer Institute in Social Psychology, Northwestern University
Economics and Psychology Workshop, New York University
Thirteenth International Conference on Social Dilemmas, Kyoto
International Association for Conflict Management meetings, Kyoto
Society of Judgment and Decision Making, Boston
- 2008 Chinese University of Hong Kong
Economics and Psychology Workshop, New York University
European Association for Experimental Social Psychologists, Croatia
International Association of Conflict Management meetings, Chicago
Judgment/Decision Making preconf., Society for Personality & Social Psych, Albuquerque
Society for Judgment and Decision Making, Chicago
Academy of Management meetings, Anaheim
Harvard University
University of Arizona
University of Michigan
- 2007 Economic Theorists' Lunch Presentation, Northwestern
Economic Science Association World Meeting, Rome
Society of Industrial and Organizational Psychology Meetings, New York
International Association of Conflict Management meetings, Budapest

- Twelfth International Conference on Social Dilemmas, Seattle
 Academy of Management meetings, Philadelphia
 University of Illinois at Urbana-Champaign
- 2006 University of California, Berkeley
 University of Pittsburgh
 Academy of Management meetings, Atlanta
- 2005 University of Southern California
 University of Illinois at Urbana-Champaign (Psychology)
 University of Chicago
 Academy of Management meetings, Honolulu
 International Association of Conflict Management meetings, Seville, Spain
- 2004 Guanghua School of Business, Peking University
 Groups and Ethics Conference, Stanford University
 University of Toronto
 Washington University, St. Louis
 Academy of Management meetings, New Orleans
 International Association of Conflict Management meetings, Pittsburgh
- 2003 International Association of Conflict Management meetings, Melbourne
 Tenth International Conference on Social Dilemmas, Marstrand, Sweden
 Academy of Management meetings, Seattle
 New York University
- 2002 Academy of Management meetings, Denver
 Northwestern, four talks: Dispute Center, Marketing, Zell Center, Psychology
 Harvard University
 Carnegie Mellon University
 North Shore Country Day School
 Columbia University
 MIT
 Purdue University
- 2001 Society of Industrial and Organizational Psychology meetings, San Diego
 Academy of Management meetings, Washington DC
 Hong Kong University of Science and Technology
 Administrative Science Association of Canada meetings, London, Ontario
 International Association of Conflict Management meetings, Paris
- 2000 Academy of Management meetings, Toronto
 University of British Columbia
 Economic Science Association meetings, Tucson
 Wharton School of Business, University of Pennsylvania
- 1999 Academy of Management, Chicago
 Columbia University
 Stanford University
- 1998 International Society for Justice Research, Denver
 Academy of Management, San Diego
 Economic Science Association meetings, Tucson
- 1997 University of Illinois at Urbana-Champaign
 University of Pittsburgh
 Academy of Management, Boston
- 1996 University of Science and Technology, Hong Kong
 The British Columbia - Organizational Behavior Conference
- 1995 Cornell University
 Northwestern University

- University of California, Berkeley
 University of Oregon
 Washington University, St. Louis
 Academy of Management, Vancouver
 International Association for Conflict Management, Copenhagen
- 1994 Simon Fraser University
 Stanford University
 University of Arizona
 University of Wisconsin
 Academy of Management, Dallas
 American Economic Association Meetings, Boston
 Economic Science Association, Tucson
 International Association for Conflict Management, Eugene, Oregon.
 Western Academy of Management, Santa Fe
- 1993 Northwestern University
 Pennsylvania State University
 Academy of Management, Atlanta.
- 1992 Cornell University
 Academy of Management, Las Vegas.
 Asilomar Conference on Organizations, Monterey, California
 International Association for Conflict Management, Minneapolis.
 Public Choice Society, New Orleans
- 1991 Center for Advanced Study in the Behavioral Sciences, Stanford
 Northwestern University
 Washington University, St. Louis
 Academy of Management, Miami
 Asilomar Conference on Organizations, Monterey, California
 Economic Science Association, Tucson
 International Association for Conflict Management, Amsterdam
- 1990 Center for Advanced Study in the Behavioral Sciences, Stanford
 Michigan State University
 University of California, Berkeley
 University of California, Santa Cruz
 University of Chicago
 University of Illinois, Institute for Labor and Industrial Relations, Economics, Marketing
 University of Illinois, Psychology Department
 Academy of Management, San Francisco
 Asilomar Conference on Organizations, Monterey, California
 Economic Science Association Meetings, Tucson
 Fourth International Conference on Social Dilemmas, Sapporo, Japan
 International Association for Conflict Management, Vancouver
- 1989 Center for Advanced Study in the Behavioral Sciences, Stanford
 Academy of Management Meetings, Washington, D.C.
 International Association for Conflict Management, Athens, Georgia
 Fourth Conference on Negotiation in Organizations, Northwestern University
 Marketing Science, Duke University
 Organizational Behavior Teaching Conference, Columbia, Missouri
 Third International Conference on Social Dilemmas, Groningen, Holland
- 1988 Public Choice Society, San Francisco
- 1987 Duke University
 Northwestern University

- University of North Carolina, Chapel Hill
- Academy of Management, New Orleans
- 1986 Duke University
 - Academy of Management, Chicago
 - European Economic Society, Vienna
 - First Conference on Social Dilemmas and Collective Action, Nags Head, NC
 - Fourth International Conference on Experimental Economics, Bielefeld, West Germany
- 1985 University of Iowa
 - University of Montreal
 - Academy of Management, San Diego
 - First Conference on Social Conflict and Intergroup Relations, Nags Head, NC
 - Judgment/Decision Making Society, Boston
 - Public Choice Society
 - Second Conference on Negotiations in Organizations, Duke University
- 1984 University of Haifa, Israel
 - American Economic Association
 - Econometric Society
 - Third Conference on Experimental Economics, Aschaffenburg, West Germany
 - TIMS/ORSA, San Francisco
- 1982 Public Choice Society meetings
- 1981 University of Bielefeldt, West Germany
 - University of Freiburg, West Germany
 - University of Wales, Cardiff
 - University of Warwick, Coventry
 - Southern Economic Association
- 1980 McGill University
 - Queen's University, Kingston, Ontario
 - The Accountancy Forum, University of Illinois
 - Public Choice Society, San Francisco
- 1970s Academy of Management Meetings, Atlanta
 - Public Choice Society, Charleston, South Carolina
 - ORSA/TIMS Conference, New York
 - Public Choice Society, New Orleans
 - First Conference on Radical Approaches to Organizational Design, University of Illinois
 - Operations Research Society of America, San Diego
 - Psychonomic Society, St. Louis

Grants

"Interactive Behavior Experimentation." Division of Social Sciences, Economics Program, National Science Foundation, 1979-82, with Ronald Harstad, Francoise Schoumaker, and Alvin Roth.

"Interactive Behavior Experimentation II." NSF, 1982-84, with Alvin Roth and Francoise Schoumaker.

"Economic Experiments in Bargaining." NSF, 1984-87, with Alvin Roth & Francoise Schoumaker.

"The Deadline Effect and Related Phenomena: Experiments." NSF, 1988-90, with Alvin Roth.

"Strategy, structure, and personal values in cooperative and competitive interactions." SSHRC, 1994-97.

“The Bright and Dark Sides of Delegation: Principals, Agents, and Morality.” Hong Kong Research Grants Council General Research Funding, 2012-15, with Long Wang.

Teaching Areas/Activities

Courses: Leadership, Team Building, Decision Making, Negotiations, Ethics, Organizational Behavior, Research Methodology, Group Dynamics, and Economics, Social Psychology, and their Experiments

Murnighan, J.K., Salancik, G. R., and Porac, J. F., Classics in Social Behavior, a book of readings published by Ginn Custom Publishing, for use in the University of Illinois MBA Program.

Murnighan, J. K. (1991). Instructor's handbook: The dynamics of bargaining games. Prentice Hall.

Murnighan, J. K. (2006). The Office Staff. A case written for the American Dental Association.

Murnighan, J. K. (2006). The School Board. A case written for the American Dental Association.

Murnighan, J. K. (2009). Amazing outcomes in the \$20 auction. DRRC report.

Negotiation Exercises (available from the Dispute Resolution Research Center, drcc@kellogg.northwestern.edu)

The Gas Station Game	The Silent Bargaining Game
The Everyone Has a Number Market	The Information Game
The Highest Number Game	The Diamond Bidding Game
The Ultimatum Game	The Game of 4-3-2
The Game of Envelopes and Money	The Executive Decision Making Game
The Multiple Items Game	The Trust Game
The Dollar Auction	

Dissertation Advising

Chair for: Eileen Chou, PhD 2012. Now at the University of Virginia.

Jiunwen Wang, (co-chair), PhD 2012

Brian Gunia, PhD 2011. Now at Johns Hopkins University.

Li Huang, (co-chair), PhD 2011. Now at INSEAD.

Long Wang, PhD 2011. Now at City University of Hong Kong.

Niro Sivanathan, PhD 2010. Now at London Business School

Cynthia Wang, PhD 2007. Now at National University of Singapore

Robert B. Lount, Jr., PhD 2007. Now at Ohio State University

Chenbo Zhong, PhD, 2007. Now at the University of Toronto

Paul Martorana (co-chair), PhD 2005.

Gillian Ku (co-chair), PhD 2004. Now at London Business School

J. Mark Weber, PhD 2003. Now at the University of Waterloo.

Deepak Malhotra, PhD 2002. Now at Harvard University

John Oesch. PhD 2000. Now at the University of Toronto

Madan M. Pillutla. PhD 1995. Now at London Business School

JaeWook Kim, PhD 1993. Now at Seoul University (Marketing)

Thomas R. King, PhD 1991. Now at Providence College

Kenneth Bettenhausen, PhD 1986. Now at the University of Colorado, Denver

Committee Member for:

Soyheon Shim, expected 2014
 Sunny Kim, expected 2014
 Chin Ming Hui, Psychology, 2013
 Laura Luchies, Psychology, 2011.
 Katie Liljenquist, OB, 2010.
 Jennifer Whitson, OB, 2007.
 Adam Duhachek, Marketing, 2004.
 James Oakley, Marketing, PhD, 2002
 Jared Preston, OB, PhD 1999.
 Michael Luthy, Marketing, Phd, 1995
 Kidok Nam, Psychology, PhD, 1991
 Patricia Keenan, Psychology, PhD 1991
 Karen Harris, Psychology, PhD, 1990
 Jean-Peter Chalos, Accounting, PhD, 1985
 Scott Tindale, Psychology, PhD, 1979
 David Kravitz, Psychology, PhD, 1980

Jingjing Ma, Marketing, expected 2014
 Esta Denton, Marketing, expected 2014
 Soroush Aslani, expected 2014
 Jiyin Cao, expected 2014
 Susan Crotty, OB, 2008.
 Maria Salgado, Economics, 2006.
 Molly Kern, OB, PhD 2005.
 Don Moore, OB, PhD 2000.
 Janice Foley, OB, PhD, 1996.
 Ho Beng Chia, OB, PhD, 1995
 Paul Straub, Economics, PhD, 1991
 Bob Bontempo, Psychology, PhD, 1990
 Michael Bowen, OB, PhD, 1987
 John Wagner, OB, PhD, 1982
 Kathleen Sullivan, Leisure Studies, MS, 1981
 Michael Malouf, Operations Research, PhD, 1980
 Philip Reckers, Accounting, PhD, 1978

Unofficial, primary advisor for:

Don Conlon, PhD Illinois, now at Michigan State University
 Karen Harlos, PhD UBC, now at McGill University
 Dora Lau, PhD UBC, now at Chinese University of Hong Kong

External Examiner

Lindred Greer, University of Leiden, 2008

Postdoctoral Fellows

Patricia Seybolt, 1986-1988, now at Zayed University
 Nir Halevy, 2008-2010, now at the Graduate School of Business, Stanford University.

Professional Activities

Associate Editor, Administrative Science Quarterly, 1994-1998
 Associate Editor, Social Justice Research, 2007-2008.

Editorial Board Member

Current: Negotiations and Conflict Management Research, 2006-
 Past: Academy of Management Learning & Education, 2009-2011.
Administrative Science Quarterly, 1992-1994, 1998-2009
International Journal of Conflict Management, 1990-2001.
Journal of Conflict Resolution, 2007-2009.
Journal of Management Inquiry, 1994-2009.
Management and Organization Review, 2003-2010
Organizational Behavior and Human Decision Processes, 2004-2010

Advisory Board Member International Journal of Trust, 2008-

Guest Editor, with Thomas Ross, for special issue of the Journal of Economic Behavior and Organization, June 1999, on Psychology and Economics.

Guest Editor, with David De Cremer, Rolf Van Dick, Madan Pillutla, and Ann Tenbrunsel, for a special issue of the British Journal of Management, 2010, on Understanding Ethical Behavior and

Decision Making in Management: A Behavioral Business Ethics Approach

Founder and Chair, Ethics and Morality Speaker Series, Kellogg, 2011-present.

Editorial Consultant/Reviewer for:

Academy of Mgmt Meetings (several divisions), Academy of Mgmt Journal, Academy of Mgmt Review, American Economic Review, British Journal of Mgmt, Communication Research, Economics Journal, European Rev. of Social Psych., Frontiers in Psychology, Games and Econ. Behavior, Group Decision & Negotiation, Group Processes & Intergroup Relations, Human Relations, Industrial Relations, Israel Science Foundation, Journal of Applied Psych., Journal of Applied Behavioral Science, Journal of Applied Social Psych., Journal of Conflict Resolution, Journal of Consumer Research, Journal of Econ. Behavior & Organization, Journal of Economic Psychology, Journal of Mgmt Studies, Journal of Organizational Behavior, Journal of Personality & Social Psychology, Journal of Regulatory Economics, Journal of Risk and Uncertainty, Mgmt Science, National Science Foundation (several divisions), The Netherlands Social Science Research Council, Organizational Behavior & Human Decision Processes, Organization Science, Personality & Social Psych. Bulletin, Psych. Review, Psych. Science, Quarterly Journal of Econ., Quarterly Review of Econ. & Bus., Science, Social Justice Research, Social Psych. Quarterly, Social Psychological and Personality Science, Social Science & Humanities Research Council of Canada, Thunderbird International Bus. Review.

Member of:

Academy of Management (Fellow), American Psychological Society (Fellow), Economic Science Association, Society of Experimental Social Psychologists, Society for Personality and Social Psychology

Steering committee, founding member, Power, Negotiation, and Conflict Management Interest Group, Academy of Management, 1986-1990.

Chair, Conflict Management Division, Academy of Management, 1993-94.

Lifetime Achievement Awards Committee, Academy of Management, 2007.

Conferences organized:

Psychological Perspectives on Organizational Conflict. With Roderick Kramer and Max Bazerman. Sponsored jointly by the Stanford Center for Organizations Research (SCOR), Stanford Center on Conflict and Negotiation (SCCN), Center for Advanced Studies in the Behavioral Sciences, and the Russell Sage Foundation. Stanford, California, May 11, 1990.

Social Psychology in Organizations. Center for Advanced Study in the Behavioral Sciences, Stanford, California, June 3-7, 1991.

The 1992 Summer Institute on Negotiation and Dispute Resolution, Center for Advanced Study in the Behavioral Sciences, Stanford, California, July and August. (Principal Director). Support provided by the Andrew Mellon Foundation.

The First Doctoral Consortium of the Conflict Management Division. The Academy of Management meetings, August, 1993, Atlanta.

The First Junior Faculty Pre-Conference Research Workshop, Conflict Management Division, Academy of Management meetings, August, 1995, Vancouver.

The First BC-OB (British Columbia - Organizational Behavior) Conference, including 10 presentations by faculty and PhD students from SFU, UVic, and UBC, May 17, 1996.

Psychology and Economics. With Thomas Ross. UB, Vancouver, June 6-7, 1997.

Social Psychology and Economics. With David De Cremer and Marcel Zeelenberg, Kellogg School of Management, Northwestern University, October 15-17, 2004.

Social Psychology and Organizations. With David De Cremer and Rolf van Dick, Kellogg School of Management, Northwestern University, March, 2009.

Recent Media Mentions

The New York Times, 2006

The Economist, The Wall Street Journal 2007

CNN, The Financial Times, The Globe and Mail, 2008

The Boston Globe, The Chicago Tribune, Slate, The Boston Globe, South China Morning Post, The Asian Wall Street Journal, 2009

Economist Intelligence Unit: Executive Briefing, Wall Street Journal, Forbes, 2010

Murnighan, J. K., & Huang, L. "Why Everybody Trusted Madoff." Forbes, December 22, 2010

The Sporting News, 2011

CNN, Publishers Weekly, CNBC, Fast Company, Forbes, 33 Voices, Business News Daily, Investor's Business Daily, Inc., 2012

Outside Activities

Community Action

Instructor for the Arbitration Practicum. Trained MBA's to act as representatives of Duke University employees in grievance arbitration proceedings. Represented employees were successful in over 90% of their cases (compared to a baseline of 10-20%). 1986-88.

Chair, Committee to establish a program on divorce mediation. Durham Dispute Resolution Center, 1987-88.

Management Development Workshops

Leadership, Negotiation, Team Building, Decision Making, and Trust Workshops, including personal negotiation consulting for executives. Previous clients: Caterpillar, CDW, Jefferson Wells, Johnson & Johnson, Kraft, Motorola, Metatec, National Wildlife Federation, Pfizer, Ralston Purina, Reliance, Shell, and many other companies and groups.

Kellogg encourages its faculty members to disclose any activities that might present a real or apparent conflict of interest. The following list includes the organizations that I have worked with, typically doing training presentations on Leadership and related topics, since 2010. I believe that none of them have created a conflict of interest with my duties to Kellogg or Northwestern University.

Allscripts

The American Academy of Orthopedic surgeons

The American Association of Orthodontists

The American Association of Periodontists *2010
 The American Dental Association
 BOMA Suburban Chicago
 CareerBuilder
 C B Richard Ellis
 Ernst & Young
 Facilities Management Division, Northwestern University
 Flexirent*
 The Hand Tools Institute
 Hong Kong Broadband Network
 Inner City Capital Connections
 McGladrey
 The Moscow School of Management Skolkovo
 The National Roofing Contractors Association
 The National Association of College and University Business Officers
 Navigant
 O'Melveny & Myers*
 Roche*
 Sanofi-Pasteur
 The Society of Jesus (the Jesuits)
 Topcoder
 Young Presidents Organization: Bahamas, Chicago Jamaica, and Kansas City chapters
 And some negotiation consulting for individual executives

Selected Administrative Work

National Science Foundation:

Advisory Panel, Decision, Risk, and Management Science Division, 2001-2003.

At Northwestern University:

Faculty representative, new building committee, Kellogg, 2011-.

Dean of the Graduate College, Search committee member, 2010

Dean's Search Committee member, Kellogg, 2009-2010.

PhD Recruiting Coordinator, Mgmt & Organizations Department, 2007.

Recruiting Committee member, Communications Department, 2003-2004.

Recruiting Committee member, Law School, 2003-2004.

Committee member, Program Review, History Department, 2003.

Committee member, Interdisciplinarity Review, 2003-2004.

Coordinator of the Organizational Behavior doctoral program, 2000-2001.

Personnel Committee, Kellogg Graduate School of Management, 1997-99, 2007-2009.

Chair, grants committee, Dispute Resolution Research Center, 1996-present.

Faculty Recruiting committee member, OB group, 1996-97, 2000-2001.

PhD application evaluation committee, OB group, 1997-2001, 2008-present.

Recruiting and PhD examination committee member, OB group, 1996-97, 1999-2001, 2005-2011.

At the University of British Columbia:

Humanities and Social Sciences Research Review Committee, 1994-1996.

Faculty of Commerce, Appointments, Promotions, and Tenure Committee, 1995-1996.

Chair, Faculty Committee on Research Development, 1994-1995.

Faculty of Commerce MBA Core Curriculum Committee, 1993-94.

Coordinator of the Organizational Behavior doctoral program, 1993-1996.

At the University of Illinois:

Founder and Director, The Program on Conflict and Negotiation Research, 1989-1993.

Department of Business Administration Advisory Committee, 1990-1992.

Faculty Advisor, MBAs of Color, University of Illinois, 1991-1993.

Coordinator of the Organizational Behavior group, 1981-82, 1988-90, 1992-1993.

Coordinator of the Organizational Behavior doctoral program, 1977-80.

Coordinator of the Organizational Behavior search committee, 1986-87, 1989-90.