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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 University
- 1995 - 2001** John L. & Helen Kellogg Distinguished Professor of Management and Organizations, Northwestern University
- 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:**

- 2015** Emerald Literati Network Award for Excellence for 2014 publication (*JCM* with Elizabeth Ruth Wilson)
- 2015** *International Journal of Conflict Management* 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
- 1985** Phillip Brickman Fellowship, Northwestern University
- 1984** Western Psychological Association Scholarship  
Kappa Delta Pi Honor Society in Education  
University of California Regents Fellowship

## Professional Activities:

U.S. Government sponsored Top Secret clearance, favorably adjudicated 8 May 2012

Director:

[Constructive Collaboration Executive Program \(2013 – present\)](#)  
[Negotiation Strategies Executive Program](#) (2000 - present)  
[Kellogg Team and Group Research Center](#) (1997 - present)  
[Leading High Impact Teams](#), Kellogg Executive Program (1997 - present)  
Behavioral Research Lab, Kellogg (1995 - 2006)  
University of Washington, Social-Personality Program (1993 - 1995)

Editorial boards and associate editorships:

*Journal of Experimental Social Psychology* (1993 - present)  
*International Journal of Conflict Management* (1992 - present)  
*Organizational Behavior & Human Decision Processes* (1991 - 2010)  
*Journal of Personality & Social Psychology* (2002 - 2008)  
*Journal of Behavioral Decision Making* (1997 – 2006)  
*Group Decision Making & Negotiation* (1990 - 2003)

Consulting, Companies:

Abbott Pharmaceuticals, Allied Barton, Amway, Baird, Capital Group, Carhartt, CDW, Chiquita Brands, Chubb Insurance, ConAgra, CSX, Cummins, Data Direct Technologies, Discover Card, Dine Equity, Edmunds, Eisai Inc., Fresh Express, First Industrial Realty, Fleet Financial, General Electric, Gold Eagle, Heller Financial, Hollister, Inteliquent, Inovalon, Lamb Weston, Medica, Microsoft, OfficeMax, Novartis, OpenConnect Systems, Premier Healthcare, Prudential, Sears Holdings, Selective Insurance, Sherwin Williams, Storaenso, Takeda, Truven Healthcare, UBS Asset Management, Ulta, Unilever, United Airlines, UnitedHealth Group, US Cellular, Wind River

Consulting, Organizations:

American Medical Association, American Orthopaedic Association, Chicago Office of Tourism, Children's Memorial Hospital, Federal Reserve, Illinois Attorney General, Illinois Department of Professional Regulation, Sandia National Laboratories, Washington State Attorney General, Washington State Trial Lawyers, Women's Food Service Forum

## Publications:

**2015 & in press:**

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

Thompson, L. and Egmon, J. (in process). *Stay after class: How managers use knowledge for long-term learning and growth*.

Brett, J.M. and Thompson, L. (under review). Negotiation theory and research. *Organizational Behavior and Human Decision Processes*.

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

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

Thompson, L., Wilson, E.R., and Lucas, B. (under review). Analogical reasoning in dyads improves negotiation performance.

Pierce, J. and Thompson, L. (in preparation). Is it the fairer sex or the fairer gender? Deception in a distributive bargaining context.

Wilson, E.R., Thompson, L. and Lucas, B. (under revision). Embarrassment versus pride and creative idea generation.

Sung, J.S., Lee, S., Thompson, L., & Bermis, S. (under review). Group bonds make teams wiser but slower: Benefits and costs of group attachment security.

Lee, S., Kwon, S. J., & Thompson, L. (under review). Attachment security promotes intergroup negotiation: The mediating role of common interest.

#### **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*. 5<sup>th</sup> 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*. 2<sup>nd</sup> 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\*](#). 5<sup>th</sup> 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\*](#). 4<sup>th</sup> 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, Papatotirou 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.

Hoffman, A.J., Gillespie, J., Moore, D., Wade-Benzoni, K.A., Thompson, L., Bazerman, M.H. (1999). Introduction: A mixed-motive perspective on the economic environment debate. *American Behavioral Scientist*, 42 (8).

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).

Thompson, L., Levine, J., & Messick, D. (1999). *Shared Cognition in Organizations: The Management of Knowledge*. Hillsdale, NJ: Lawrence Erlbaum.

#### 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.

Thompson, L., Kray, L. & Lind, A. (1998). Cohesion and respect: An examination of group decision making in social and escalation dilemmas. *Journal of Experimental Social Psychology*, 34, 289-311.

Thompson, L. (1998). A new look at social cognition in groups. *Basic & Applied Social Psychology*, 20 (1), 3-5.

Thompson, L. & DeHarpport, T. (1998). Relationships, goal incompatibility, and communal orientation relationships in negotiations. *Basic & Applied Social Psychology*, 20 (1), 33-44.

Bazerman, M., Gibbons, R., Thompson, L. & Valley, K. (1998). Can negotiators outperform game theory? In J. Halpern & R. Stern (Eds.), *Debating Rationality: Nonrational aspects of organizational decision-making*. Ithaca, NY: ILR press, Ch. 4 (78-98).

Thompson, L. (1998). *The Mind and Heart of the Negotiator*. Upper Saddle River, NJ: Prentice Hall.

#### 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.

## **Invited Talks and Addresses:**

#### **2015:**

University of California, San Diego (June)

#### **2013:**

University of Chicago, Inaugural Diversity Relations Speaker (March 16)  
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:**

**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

## **Blogs & Popular Press:**

**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)

**On-line Videos:**

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

**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](#)

**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:**

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"](#)