

## Shirli Kopelman

Assistant Professor of Management and Organizations, Clinical Track  
Stephen M. Ross School of Business

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### RESEARCH INTERESTS

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Negotiating Mindfully, Strategic and Mindful Display and Response to Emotions in Social Relationships, Global Resource Management Negotiations; Factors Promoting Cooperation in Interdependent Intra- and Inter-Organizational Contexts, Negotiation Strategy; Cross-Cultural Conflict Management and Resolution.

### ACADEMIC POSITIONS

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#### Ross School of Business, University of Michigan

<i>Clinical Assistant Professor, Management and Organizations</i>	Ann Arbor	2005-current
<i>Visiting Professor, Management and Organizations</i>	Ann Arbor	2003-2005

#### Recanati School Graduate School of Business Administration, Tel Aviv University

<i>Visiting Professor, Executive MBA Program</i>	Tel-Aviv	2003-current
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### EDUCATION

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#### Kellogg School of Management, Northwestern University

<i>PhD in Management and Organizations</i>	Evanston	Dec 30, 2003
<i>MS in Organization Behavior</i>	Evanston	June 16, 2000

#### The Hebrew University of Jerusalem,

<i>BA with Distinction in Psychology</i>	Jerusalem	Sept 15, 1994
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## PUBLICATIONS

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- Kopelman, S., Feldman, E.R., McDaniel, D.M., & Hall, D.T. (2012). Mindfully negotiating a career with a heart. *Organizational Dynamics*, 41 (2), 163-171.
- Chen, P., Myers, C.G., Kopelman, S., & Garcia, S.M. (2012). The hierarchical face: Higher rankings lead to less cooperative looks. *Journal of Applied Psychology (JAP)*, 97(2), 479-486.  
**\* Awarded Philip Brickman Memorial Prize in Psychology at the University of Michigan**
- Kopelman, S., Avi-Yonah, O., & Varghese, A. K. (2012). The mindful negotiator: Strategic emotion management and wellbeing. In G. Spreitzer & K. Cameron, *The Oxford Handbook of Positive Organizational Scholarship*. Oxford University Press, Ch. 44, 591-600.
- Garcia, S.M., Bazerman, M.H., Kopelman, S., Tor, A., & Miller, D.T. (2010). The price of equality: Suboptimal resource allocations across social categories. *Business Ethics Quarterly (BEQ)*, 20 (1), 75-88.  
 \*Special Issue on Behavioral Ethics
- Kopelman, S. (2009). The effect of culture and power on cooperation in commons dilemmas: Implications for global resource management. *Organization Behavior and Human Decision Processes (OBHDP)*, 108, 153-163.
- Kopelman, S., Shoshana, J, and Chen, L. (2009). Re-narrating positive relational identities in organizations: Self-narration as a mechanism for strategic emotion management in interpersonal interactions. In L.M. Roberts and J. Dutton (Eds.) *Exploring positive identities and organizations: Building a theoretical and research foundation*. NY: Routledge. Ch. 12, pp-pp 265-287.
- Kopelman, S. (2008). The herdsman and the *sheep, mouton, or kivsa?* The influence of group culture on cooperation in social dilemmas. In A. Biel, D. Eek, T. Gärling, and M. Gustafsson (Eds.) *New Issues and Paradigms in Research on Social Dilemmas*. NY: Springer Press. Ch. 11, p. 177-188.
- Kopelman, S., Gewurz, I., and Sacharin, V. (2008). The power of presence: Strategic response to displayed emotions in negotiations. In N.M. Ashkanasy and C.L. Cooper (Eds.) *Research Companion to Emotions in Organizations*. Cheltenham, UK: Edward Elgar Publishing (New Horizons in Management Series). Ch. 24, 405-417.
- Kopelman, S. and Rosette, A.S. (2008). Cultural variation in response to strategic display of emotions in negotiations. Special Issue on Emotion and Negotiation in *Group Decision and Negotiation (GDN)*, 17 (1) 65-77.
- Potworowski, G. and Kopelman, S. (2008). Developing evidence-based expertise in emotion management: Strategically displaying and responding to emotions in negotiations. Special Issue on next generation negotiation skills (beyond the deal) in *Negotiation and Conflict Management Research (NCRM)*, 1, 4, 333-352.

Sanchez-Burks, J., Neuman, E.J., Ybarra, O., Kopelman, S., Park, H., and Goh, K. (2008). Folk wisdom about the effects of relationship conflict. *Negotiation and Conflict Management Research (NCRM)*, 1 (1), 53-76.

Kopelman, S., Rosette, A., and Thompson, L. (2006). The three faces of Eve: Strategic displays of positive neutral and negative emotions in negotiations. *Organization Behavior and Human Decision Processes (OBHDP)*, 99 (1), 81-101.

**\*\* Outstanding Article Award for Paper Published in 2006 in the field of conflict and negotiation research -- Awarded in 2008 by the International Association of Conflict Management (IACM)**

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. *Organization Behavior and Human Decision Processes (OBHDP)*, 98 (1), 28-38.

Brett, J.M. & Kopelman, S. (2004). Culture and social dilemmas. In M.J. Gelfand and J.M. Brett (Eds.) *The Handbook of Negotiation and Culture*. Stanford University Press: CA. Ch. 19, 395-411.

Weber, M., Kopelman, S., & Messick, D. (2004). A conceptual review of decision making in social dilemmas: Applying the logic of appropriateness. *Personality and Social Psychology Review (PSPR)*, 8 (3), 281-307.

Kopelman, S., Weber, M., & Messick, D. (2002). Factors influencing cooperation in commons dilemmas: A review of experimental psychological research. In E. Ostrom et al., (Eds.) *The Drama of the Commons*. Washington DC: National Academy Press, National Research Council. Ch. 4., 113-156.

Thompson, L., Medvec, V.H., Siedens, V. & Kopelman, S. (2001). Poker face, smiley face, and rant 'n' 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.

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

Kopelman, S. & M. Olekalns. (1999). Process in cross-cultural negotiations. *Negotiation Journal*, 373-380.

## CONFERENCE PAPERS/PRESENTATIONS

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Kopelman, S. (July 2012). Mindfulness in Negotiations: Integrating Theory and Insights from Practice. Symposium Organizer: Kopelman, S. Presenters: Narayan, J., Reb, J., Mor, S., Kopelman, S., Kark, R., Binyamin, G. & Gutman, G. *25<sup>th</sup> Annual International Association of Conflict Management (IACM) Conference*, Cape Town, South Africa, July 2012.

- Clerkin, C., Kopelman, S., Lee, F., Roccas, S., Sagiv, L. (2012). Interpersonal Integration Complexity and Conflict Resolution. *25<sup>th</sup> Annual International Association of Conflict Management (IACM) Conference*, Cape Town, South Africa, July 2012.
- Myers, C.G. & Kopelman, S. (August, 2012). Cooperation between cultures in the commons: Implications for cross-cultural interactions. Cross-Divisional Paper presented at the *72nd Annual Meeting of the Academy of Management*, Boston, MA.
- McCarter, M.W., Kopelman, S., Turk, T.A., & Ybarra, C.E. (August, 2012). Too much of a good thing: How anticommons resources emerge through territorial conflict in organizations. *72nd Annual Meeting of the Academy of Management*, Boston, MA.  
**\* Best paper proceedings, Social Issues in Management (SIM) division**
- Myers, C.G. and Kopelman, S. (2011). Building bridges or burning them? How cultural differences and power dynamics impact relationships and cooperative outcomes in a social dilemma. *The First Israel Organization Behavior Conference (IOBC)*, Tel-Aviv, Dec 2011.  
**\* IOBC Best Paper Award**
- Chen, P., Myers, C.G., Kopelman, S., & Garcia, S.M. (2011). The hierarchical face: Higher rankings lead to less cooperative looks. *Society for Judgment and Decision Making (SJDM)*, Seattle, Nov 2011.
- Sharma, S., Elfenbein, H.A., Kopelman, S., Gelfand, M.J., Curhan, J.R., Eisenkraft, N., Sinaceur, M., Neale, M.A., Weingart, L.R., Tinsley, C., Turan, N., Swaab, R., Salmon, E.D., Ting, H., Heino, R., van Kleef, G., Kraus, S., & Abbas Aslani, S. (2011). Symposium for cross-cultural differences in negotiation. *Academy of Management (AOM)*, San Antonio, Aug 2011.
- Kopelman, S., van Kleef, G., & Shacham, R. (2011). Emotional Currents in Negotiations: Integrating Theory and Insights for Practice. *International Association of Conflict Management (IACM)*, Istanbul, July 2011.
- Kopelman, S., Avi-Yonah, O., & Varghese, A.K. (2011). The Mindful Negotiator: Strategic Emotion Management and Well-Being. *International Association of Conflict Management (IACM)*, Istanbul, July 2011.
- Kopelman, S., Chen, L.L., Shoshana, Y. (2009). Negotiating positive relational identities in organizations: Self-narration as a mechanism for strategic emotion management in interpersonal interactions. *International Association of Conflict Management (IACM)*, Kyoto, June 2009
- Ben-Dov, R., Heller, D., Kopelman, S. (2009). Power and decision making in negotiations: Predictions from construal level theory. *International Association of Conflict Management (IACM)*, Kyoto, June 2009
- Varghese, A. & Kopelman, S. (2009). Strategic response to the display of emotions and cross cultural attributions in negotiations. *International Association of Conflict Management (IACM)*, Kyoto, June 2009.
- Rosette, A. and Kopelman, S. (2008). Good grief! Feeling of anxiety sour the economic benefits of first offers. In M. Sinaceur (symposium organizer) "Through the Looking Glass": The

contrarian effects of good intentions and bad behaviors. *Academy of Management (AOM)*, Anaheim.

Kopelman, S., Chen, L.L., & Shoshana, J. (2008). Re-Narrating positive relational identity in organizations: Mindful self-narration as a mechanism for strategic emotion management in interpersonal interactions. In J. Dutton & J. Bednar (symposium organizers) Looking through the lens of positive identity symposium. *Academy of Management (AOM)*, Anaheim.

Kopelman, S. and Shang, J. (2007). Emotion, Social Identity, and Morality: Implications for decision making in public good dilemmas. *The 12th Biennial Conference of the International Conference on Social Dilemmas (ICSD)*, Seattle.

Rosette, A. and Kopelman, S. (2007). Cultural variation in response to strategically displayed emotions. *International Association of Conflict Management (IACM)*, Budapest, July, 2007.

Sanchez-Burks, J., Neuman, E.J., Ybarra, O., Kopelman, S., Park, H, and Goh, K. (2007). Folk wisdom about the effects of relationship conflict. *International Association of Conflict Management (IACM)*, Budapest, July, 2007.

**\*\* Award for Best Conference Empirical Paper**

Thomas, T., Shang, J., and Kopelman, S. (2006). Powerful Drinking Buddies and Miserable Corporate Event Goers are the Most Generous! The effects of Identity and Power on Cooperation in Social Dilemmas. *Academy of Management (AOM)*. Atlanta, Aug. 2006.

Sacharin, V., Lytle, A., and Kopelman, S. (2006). Identity conflict in social dilemmas: The effect of gender and role conflict on cooperation. *International Association of Conflict Management (IACM)*, Montreal, June, 2006.

Sinaceur, M. and Kopelman, S. (2006). Hearing the crying of the lamb: Why sadness expression may help claim value in negotiations. *Academy of Management (AOM)*. Atlanta, Aug. 2006.

Rosette, A., Abbott, J., and Kopelman, S. (2006). The First Offer Disadvantage: The Role of Perceived Vulnerability and Feelings of Dissatisfaction. *International Association of Conflict Management (IACM)*, Montreal, June, 2006.

Kopelman, S. and Rosette, A. (2005). Crossing cultural boundaries: Implications for strategic use of emotions in negotiation. *Small Group Meeting on Emotions in Organizations*. Rotterdam.

Thomas, T., Shang, J. and Kopelman, S. (2005). Social Identity and Power: Implications for Charitable Contribution to Public Goods. *The 11th Biennial Conference of the International Conference on Social Dilemmas (ICSD)*, Poland.

Kopelman, S., Waugh, C. and Fredrickson, B. (2005). Positive Emotions and Interdependent Outcomes in Business Relationships: Implications for Broaden and Build Theory and Negotiations Strategy. In Symposium on Emotion in Social Conflict: Recent Developments and New Insights. *International Association of Conflict Management (IACM)*, Seville.

- Lytle, A. L. and Kopelman, S. (2005). Friendly threats? The linking of threats and promises in negotiation. *International Association of Conflict Management (IACM)*, Seville.
- Kopelman, S., Rosette, A., and Thompson, L. (2004). The Three Faces of Eve: An Examination of Strategic Positive, Negative, and Neutral Emotion in Negotiations. Symposium on Negative Emotions in Negotiations. *Academy of Management (AOM)*, New Orleans.
- Kopelman, S. (2003). Cultural and Economic Asymmetry in Resource Negotiations: Implications for Self-Interested Behavior in Social Dilemmas. *Negocia*, Paris.
- Kopelman, S. (2003). Cultural and Economic Asymmetry in Resource Negotiations: Implications for Self-Interested Behavior in Social Dilemmas. *The 10<sup>th</sup> Biennial Conference of the International Conference on Social Dilemmas (ICSD)*, Sweden.
- Kopelman, S. (2001). Cultural and Economic Heterogeneity: Implications for Self-Interested Behavior in Asymmetric Resource Dilemmas. *Academy of Management (AOM)*, Washington D.C.
- Kopelman, S. & Cristal, M. (2001) Post Camp David 2000: Conflict Management versus Conflict Resolution. *International Association of Conflict Management (IACM)*, Paris.
- Kopelman, S., Rosette, A., and Thompson, L. (2001). Poker Face, Smiley Face, and Rant 'n' Rave: An Examination of the Strategic Use of Emotion in Negotiation. *International Association of Conflict Management (IACM)*, Paris.
- Kopelman, S. & Brett, J.M. (2001). Culture and Social Dilemmas. *The 9<sup>th</sup> Biennial Conference of the International Conference on Social Dilemmas (ICSD)*, Chicago.
- Kopelman, S. (2000). Social Motives and Culture: Implications for Distributive Outcomes in Negotiations. *Academy of Management (AOM)*, Toronto.
- Kopelman, S., Weber, M., & Messick, D. (2000). Resource Dilemmas: A Review of Experimental Research. *The 8<sup>th</sup> Biennial Conference of the International Association for the Study of Common Property (IASCP)*, Bloomington.
- Kopelman, S. (1999). The tragedy of the anticommons: Implications for research on social dilemmas. *The 8th International Conference on Social Dilemmas (ICSD)*, Israel.

## INVITED RESEARCH PRESENTATIONS

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- Kopelman, S. (2011). Negotiating Mindfully: Strategic Emotion Management and Well-Being. *Decision Consortium*. University of Michigan. January 2011
- Kopelman, S. (2010). Negotiating Mindfully: Strategic Display and Response to Emotions. *Hosmer Lunch Series*, Ross School of Business. November 2011

- Kopelman, S. (2009). Strategic Display and Response to Emotions in Negotiations: A Field Experiment on Positive Emotions and Collective Mindsets. Faculty of Management, Leon Recanati Graduate School of Business Administration, Tel-Aviv University.
- Kopelman, S. (2007). Strategic emotion and negotiation. Psychology Department, Michigan State University.
- Kopelman, S. (2007). Cultural variation in response to strategic display of emotions during negotiations. *Decision Consortium*. University of Michigan.
- Kopelman, S. (2006). Teaching Decision Making: Establishing a Foothold. *Pre-Conference coordinated by Frank Yates. Behavioral Decision Research in Management (BDRM)*, UCLA Anderson School of Management.
- Kopelman, S. and Thomas, T. (2006). If I were a rich man: The effect of culture and power on decision making in social dilemmas. *Management and Organizations Mechanisms Seminar*. Ross School of Business.
- Kopelman, S., Rosette, A., and Thompson, L. (2005). The three faces of eve: Strategic displays of positive neutral and negative emotions in negotiations. *Hosmer Lunch Series*, Ross School of Business.
- Kopelman, S. and Rosette, A. (2005). Crossing cultural boundaries: Implications for strategic use of emotions in negotiation. *Small Group Meeting on Emotions in Organizations*. Rotterdam.
- Kopelman, S. (2004). The Tragedy of the Commons and Anticommons: Implications for Management & Organizations. *NRFPPT Speaker Series*, Management and Organizations. Michigan State University.
- Kopelman, S. (2004). Culture and Power Asymmetry in Commons Dilemmas: Implications for Multi-Party Negotiations and Sustainable Environmental Management. *Bauer Distinguished Speaker Series*, C.T. Bauer College of Business. University of Houston
- Kopelman, S. and Garcia, S. M. (2004). Resource Allocation in Negotiations: Crossing Social Categories and Cultural Boundaries. *Interdisciplinary Committee on Organizational Studies (ICOS)*. University of Michigan.
- Kopelman, S. and Parson, E. (2004). What We Need to Know About Negotiations But Don't-Yet. *Decision Consortium*. University of Michigan.

## **APPLIED SCHOLARSHIP PRESENTATIONS**

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Negotiating Mindfully. Women in Health Leadership Conference School of Public Health, University of Michigan, Ann Arbor, March, 2011.

Negotiation Skills: Strategically Displaying and Responding to Emotions In High Stress Environments. Women in Radiology, Department of Radiology, University of Michigan Medical School, Ann Arbor. December 8, 2011.

Cognitive and Emotional Biases in Negotiations: Value Creation in Funding Clinical Trials. Cardiovascular Center, University of Michigan Hospital, Ann Arbor. March 8, 2011.

Negotiation Skills for Women in Health Leadership: Navigating Your Early Career Seminar. School of Public Health, University of Michigan, Ann Arbor, January 29, 2011.

The Mindful Negotiator: Strategic Emotion Management in Culturally-Complex, Uncertain, and Volatile Situations. US Air Force Culture and Language Center, Washington DC, September 23, 2010

Negotiating in the Context of Relationships, Nonprofit and Public Management Center, University of Michigan, Domestic Corps, Ann Arbor, April 27, 2008.

Negotiation Strategy, Tauber Institute for Global Operations, University of Michigan, Ann Arbor, February 12, 2008

Negotiating in the Context of Relationships, Rotterdam School of Management Exchange, Erasmus University Exchange Program with the University of Michigan, Ann Arbor, May 19, 2008.

Culture and Emotion in Negotiation, Rotterdam School of Management Exchange, Erasmus University Exchange Program with the University of Michigan, Ann Arbor, May 4, 2007.

Negotiating Strategy – Does Gender Play a Role? Gerald R. Ford School of Public Policy, University of Michigan, Ann Arbor, March 30, 2006

Asserting Oneself in Negotiations: Leveraging Power and Feeling Good, Michigan Business Women, University of Michigan, Ann Arbor, April, 2005

Negotiations: A Tool for Leadership, Women’s Initiative, Ross School of Business, Ann Arbor, October 14, 2005

Negotiation Skills. Israeli Business Forum, New York, Feb 15, 2004

Job Negotiation Skills, Neurobiology Department, Northwestern University, November 6, 2002

## **MEDIA ARTICLES & MENTIONS**

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Mindfully Negotiating a Career with a Heart

- Traditional Print & Online Media (2012): Positive Organizational Scholarship Newsletter;

The Hierarchical Face (JAP):

- Traditional Print & Online Media (2011): The Boston Globe; Business Insider; Medical Xpress; The University Record (UM)
- Radio, Podcasts & Blogs (2011): Capital City Recap (WILS 1320); HealthCanal – Health News; HumIntell Blog; National Affairs, “Findings” Blog; NewsUCanUse Blog, Konnekt, I/O at work.

Resolving the First-Offer Dilemma, *Negotiation Newsletter, Program on Negotiation, Harvard.*”  
<http://www.pon.harvard.edu/?p=9394> November 30, 20?? [English]

Tzipi Livni should leave her anger at home, if she is to successfully negotiate a governing coalition.  
*www.economist.co.il* October 23, 2010 [Hebrew]

Du bon usage de la colère (et autres émotions) en négociation  
<http://www.mondeo.fr> August 14, 2009 [French]

Did someone take credit for your idea? Don't be silent.  
*The Marker*, October 8, 2008 [Hebrew]

Conflict in the Workplace  
*MIT Sloan Management Review*, Vol. 48, No. 2, p. 5, 2007 [English]

Americans discount emotional conflict in negotiations; Annapolis Talks  
*www.news1.co.il* Nov 11, 2007 [Hebrew]

Tips for 2007  
*Men's Health* [English]

Leave your anger at home.  
*Haaretz Business Magazine*, March 5, 2006 [Hebrew]

Be positive, get more.  
*Yedioth Ahronot, Financial Magazine*, February 14, 2006 [Hebrew]

Anxiety and first offers in negotiations.  
Galatz 60 seconds on... Israel Radio, February 2006 [Hebrew]

Do emotions belong at the bargaining table?  
*Physorg.com*, October 18, 2005 [English]

The medium and the message.  
*Economist.com Global Executive*, October 28, 2005 [English]

Positive emotions can help seal deal.  
*UM Record Online*, October 25, 2005 [English]

Do emotions belong at the bargaining table?  
*Money Science*, November 8, 2005 [English]

When winning is losing: Israelis are effective negotiators.  
*Globes Online: www.globes.co.il*, November 3, 2004 [English]

Israelis good at negotiations: Weak at collective responsibility  
*www.news1.co.il* October 31, 2004 [Hebrew]

Israelis at the negotiation table: How are we perceived?

*Yedioth Ahronoth, Financial Magazine*, September 9, 2004 [Hebrew]

**\*\* Full featured article in holiday edition (highest annual distribution) of newspaper**

## PROFESSIONAL LEADERSHIP

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Center for Positive Organizational Scholarship 2012-Present

- Core faculty member

International Association of Conflict Management, Executive Officer 2006-Present

- International Association for Conflict Management (IACM) was founded to “encourage scholars and practitioners to develop and disseminate theory, research, and experience that is useful for understanding and improving conflict management in family, organizational, societal, and international settings”.
- Strategic role in IACM’s annual conferences held in Budapest, Chicago, Kyoto, Boston, and Istanbul
- Developed organizational capabilities around web and membership communications, marketing, legal and financial matters, and knowledge dissemination.
- Honored with a “Certificate of Appreciation for Outstanding Service” both in 2007 and 2011.

International Conferences on Social Dilemmas, Steering Committee 2005-Present

## PEER REVIEWING

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European Journal of Social Psychology 2006-Present

Journal of Applied Psychology 2006-Present

Journal of Personality and Social Psychology 2006-Present

Journal of Experimental Social Psychology 2006-Present

Negotiation and Conflict Management Research, Editorial Board 2006-Present

Organization Behavior and Human Decision Processes 2005-Present

Group Dynamics 2004-Present

Group Decisions and Negotiations 2002-Present

## TEACHING EXPERIENCE

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### *MBA*

**Bargaining & Influence Skills, MBA elective**, Ross School of Business 2003 - present

- Average Teacher Ratings: Instructor overall **4.85**, Class overall **4.83** (5 point scale)

**Negotiations Strategy, MBA elective**, Kellogg School of Management 2000 - 2001

- Taught four quarterly negotiation courses including full-time Kellogg MBA day students & part-time evening MBA
- Kellogg Teaching Award for 2000-2001 academic year for Teaching Evaluations: Instructor Overall **9.5**, Class Overall **9.3** (10 point scale)

### *EMBA*

**Negotiations, Executive-MBA elective**, Ross School of Business 2005 - present

- Sample Teacher Ratings: Instructor overall 4.67, Class overall 4.46 (5 point scale)

**Negotiation Strategies, Executive-MBA elective**, Tel-Aviv University 2002 - present

- Leon Recanati Graduate School of Business Administration, Sample Teacher Ratings: Instructor overall 6.8, Class overall 7.0 (7 point scale)

### *Executive Education*

- Ross School of Business, University of Michigan (2003-present):
  - **Negotiation Strategies and Influence Skills**: Developed 3-day open enrollment program. Recent Teaching Evaluations: Instructor overall 9.8, Program overall 9.75 (10 point scale)
  - **MII** Half-day negotiation session in 1-week Managers Program
  - **Custom Programs** Tailored corporate programs.
- Kellogg School of Management, Northwestern University (1999-2001): Tailored 1-day negotiation workshops.

## TEACHING MATERIALS DEVELOPED

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*Kukui Nuts*, Dispute Resolution Research Center (DRRC) © 2012

*Cartoon Outcomes Spreadsheet*, Dispute Resolution Research Center (DRRC) © 2003

*SHARC Competitive Outcomes Spreadsheet*, DRRC © 2003

*New Recruit Outcomes Spreadsheet*, DRRC © 2003

*Moms.com Outcomes Spreadsheet*, with Mary Kern. DRRC © 2003

*Final Offer Online Bargaining Exercise*, Shirli Kopelman © 2004

*Salary Negotiation*, Shirli Kopelman © 2005

*Trading Places*, Shirli Kopelman © 2005

*Monopoly*, Shirli Kopelman © 2006

*Football Tickets*, Shirli Kopelman © 2007

*Cross Cultural Catering Negotiation*, Shirli Kopelman © 2007

*Market Puzzle*, Shirli Kopelman © 2008

## FELLOWSHIPS AND AWARDS

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<b>International Association of Conflict Management</b> Best Article Award for Publication in 2006	Chicago July, 2008
<b>International Association of Conflict Management</b> Best Empirical Conference Paper	Budapest June, 2007
<b>Kellogg School of Management, Teaching Award</b> Award for teaching MBA level classes	Evanston 2000-2001
<b>Kellogg School of Management</b> Tuition scholarship and fellowship stipend	Evanston 1997 - 2001
<b>Government of Israel</b> Full tuition award for undergraduate studies at Hebrew University of Jerusalem	Jerusalem 1989 - 1993
<b>The Joseph S. &amp; Caroline Gruss Life Monument Fund for Assistance to I.D.F. Ex-Servicemen</b> Prestigious award for outstanding students in inter-disciplinary areas of study	Jerusalem 1990 - 1993

## WORK EXPERIENCE

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**The Supreme Court of Israel: *Asst Director of Public Affairs.*** Jerusalem 1994-1995

**AMCHA National Israeli Center for Psychosocial Support of Survivors of the Holocaust and the 2<sup>nd</sup> Generation: *Director of Volunteer Program*** Jerusalem 1993-1995

**Kibbutz Ga'ash Dairy Farm: *Project Manager.*** Israel 1988-1989

**Israel Defense Forces, Intelligence Branch: *Compulsory Service.*** Israel 1986-1988

## PERSONAL

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Languages: Bilingual Hebrew/English, advanced French, and beginner German & Spanish.  
Hobbies: Photography, cello, travel, backcountry hiking, running, and volleyball.