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RESEARCH INTERESTS

Cooperation in Competitive Relationships, Leading with Emotions, Mindful Display and Response to Emotions in Business Conversations, Global Resource Management Negotiations; Factors Promoting Cooperation in Interdependent Intra- and Inter-Organizational Contexts; Social Dilemmas; Tragedy of the Commons; Negotiation Strategy; Cross-Cultural Conflict Management and Resolution.

ACADEMIC PUBLICATIONS (Journal Articles & Book Chapters)


*One of five most downloaded articles in Organizational Dynamics in 2014.*

* Awarded Philip Brickman Memorial Prize in Psychology at the University of Michigan


*Outstanding Article Award for paper published in 2006 in the field of conflict and negotiation research; Awarded in 2008.*


