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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)

- Quinn*, R.W., Myers*, C.G., Kopelman, S., Simmons, S.A. (2021). How Did You Do That? Exploring the Motivation to Learn from Others' Exceptional Success. *Academy of Management Discoveries* (*AMD*), 7(1), 15-39. https://doi.org/10.5465/amd.2018.0217 [*Authors contributed equally]
- Kopelman, S. (2020). Tit for Tat and beyond: The legendary work of Anatol Rapoport. Negotiation and Conflict Management Research (NCMR), 13(1), 60-84. https://doi.org/10.1111/ncmr.12172
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- Sinaceur, M., Kopelman, S., Vasiljevic, D., & Haag, C. (2015). Weep and Get More: When and Why Sadness Expression Is Effective in Negotiations. *Journal of Applied Psychology (JAP)*, 100 (6), 1847-1871. http://dx.doi.org/10.1037/a0038783
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