

# **Maurice E. Schweitzer**

*Curriculum Vitae*

544 JMHH, OPIM  
Wharton School  
University of Pennsylvania  
Philadelphia, PA 19104  
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## ***Education***

**University of California, Berkeley**, Berkeley, CA

B.A. in Economics, May 1989

Honors in Economics, Honors in Arts and Sciences

**University of Pennsylvania, Wharton School**, Philadelphia, PA

Ph.D. in Operations and Information Management, December 1993

M.A. in Managerial Science and Applied Economics, August 1991

**Veterans Administration Hospital**, Philadelphia, 1993-1994

Post-Doctoral Fellow, Health Services Research and Development

## ***Academic Positions***

**Wharton School, University of Pennsylvania**

Cecilia Yen Koo Professor 2010- Present

Director of the Wharton Behavioral Lab 2019-Present

Chair of Wharton Personnel Committee, 2018-2019

Member of the Psychology Graduate Group, 2005-Present

Associate Professor with Tenure, 2005-2010

Assistant Professor, 2000-2005

Lecturer, 1998-2000

**Harvard Business School, Harvard University**

Visiting Scholar, Spring 2008

**School of Business Administration, University of Miami**

Assistant Professor, 1994-1998

## ***Research Interests***

- Negotiations
- Trust
- Decision Making
  - Emotions
  - Ethical Decision Making
  - Behavioral Decision Making

### ***Refereed Publications***

Hart, E. & Schweitzer, M. (2020). Getting to less: When negotiating harms post-agreement performance. *Organizational Behavior and Human Decision Processes*, 156, 155-175.

Gaspar, J. & Schweitzer, M. (2019). Confident and cunning: Negotiator self-efficacy promotes deception in negotiations. *Journal of Business Ethics*, 1-17

Geartig, C., Levine, E., Barasch, A. & Schweitzer, M. (2019). When Does Anger Boost Status? *Journal of Experimental Social Psychology*, 85, 103876.

Bitterly, T. B. & Schweitzer, M. (2019). The economic and interpersonal consequences of deflecting direct questions. *Journal of Personality and Social Psychology*.

Warren, D. & Schweitzer, M. (2019). When weak sanctioning systems work: Evidence from auto insurance industry fraud investigations. *Organizational Behavior and Human Decision Processes*.

Herriman, M., Volpp, K. & Schweitzer, M. (2019). Beyond ‘Rub Some Dirt on It:’ The Need for an Intervention to Prevent Sports Injuries. *Journal of American Medical Association Pediatrics*, 173(3), 215-216.

Gaspar, J., Methasani, R. & Schweitzer, M. (2019). Fifty Shades of Deception: Characteristics and Consequences of Lying in Negotiations. *Academy of Management Perspectives*, 33(1), 62-81.

Bitterly, T. B. & Schweitzer, M. (2019). The impression management benefits of humorous self-disclosures: How humor influences perceptions of veracity. *Organizational Behavior and Human Decision Processes*, 151, 73-89.

Yip, J. & Schweitzer, M. (2019). Losing your temper and your perspective: Anger reduces perspective-taking. *Organizational Behavior and Human Decision Processes*, 150, 28-45.

Best Paper Award, 2018 IACM (International Association for Conflict Management Conference)

Best Paper Award, 2019 Frank Prize for Research in Public Interest Communications, University of Florida

Kennedy, J. A., & Schweitzer, M. E. (2018). Building trust by tearing others down: When accusing others of unethical behavior engenders trust. *Organizational Behavior and Human Decision Processes*, 149, 111-128.

- Levine, E., Bitterly, T. B., Cohen, T., & Schweitzer, M. (2018). Who is trustworthy? Predicting trustworthy intentions and behavior. *Journal of Personality and Social Psychology*, 115(3), 468-494.
- Dai, H., Dietvorst, B. J., Tuckfield, B., Milkman, K. L., & Schweitzer, M. E. (2018). Quitting When the Going Gets Tough: A Downside of High Performance Expectations. *Academy of Management Journal*, 61(5), 1667-1691.  
Cialdini Prize, 2019 SPSP (Society for Personality and Social Psychology Conference)
- To, C., Kilduff, G., Ordonez, L. & Schweitzer, M. (2018). Going for it on fourth down: Rivalry increases risk-taking, physiological arousal, and promotion focus. *Academy of Management Journal*. 61(4), 1281-1306.
- Minson, J., VanEpps, E., Yip, J. & Schweitzer, M. (2018). Eliciting the truth, the whole truth, and nothing but the truth: The effect of question phrasing on deception. *Organizational Behavior and Human Decision Processes*, 147, 76-93.
- Warren, D. & Schweitzer, M. (2018). When lying doesn't pay: How experts detect insurance fraud. *Journal of Business Ethics*, 150(3), 711-726.  
Bright Idea Award, 2017, Sponsored by the Stillman School of Business at Seton Hall University
- Yip, J., Schweitzer, M., & Nurmohamed, S. (2018). Trash-talking: Competitive incivility motivates rivalry, performance, and unethical behavior. *Organizational Behavior and Human Decision Processes*. 144, 125-144.
- Haselhuhn, M., Schweitzer, M., Kray, L., & Kennedy, J. (2017). Perceptions of high integrity can persist after deception: How implicit beliefs moderate trust erosion. *Journal of Business Ethics*. 145(1), 215-225.
- Rogers, T., Zeckhauser, R., Gino, F., Norton, M., & Schweitzer, M. (2017). Artful paltering: The risks and rewards of using truthful statements to mislead others. *Journal of Personality and Social Psychology*. 112(3), 456-473.
- Bitterly, T. B., Wood, A. W., & Schweitzer, M. (2017). Risky business: When humor increases and decreases status. *Journal of Personality and Social Psychology*. 112(3), 431-455.
- Schweitzer, M., Ho, T. & Zhang, X. (2016). How monitoring influences trust: A tale of two faces. *Management Science*. 64(1), 253-270.
- Yip, J. & Schweitzer, M. (2016). Mad and misleading: Incidental anger promotes deception. *Organizational Behavior and Human Decision Processes*, 137, 207-217.

Barasch, A., Levine, E., & Schweitzer, M. (2016). Bliss is ignorance: The interpersonal costs of extreme happiness. *Organizational Behavior and Human Decision Processes*, 137, 184-206.

Best Empirical Paper Award, 2015 IACM (International Association for Conflict Management Conference)

Brooks, A., Schroeder, J., Risen, J., Gino, F., Galinsky, A., Norton, M., & Schweitzer, M. (2016). Don't stop believing: Rituals improve performance by decreasing anxiety. *Organizational Behavior and Human Decision Processes*, 137, 71-85.

Gaspar, J. P., Levine, E. E., & Schweitzer, M. E. (2015). Why we should lie. *Organizational Dynamics*, 44(4), 306-309.

Brooks, A. W., Gino, F., & Schweitzer, M. E. (2015). Smart people ask for (my) advice: Seeking advice boosts perceptions of competence. *Management Science*, 61(6), 1421-1435.

Yip, J., & Schweitzer, M. (2015). Trust promotes unethical behavior: Excessive trust, opportunistic exploitation, and strategic exploitation. *Current Opinion in Psychology*, 6, 216-220.

Levine, E., & Schweitzer, M. (2015). The affective and interpersonal consequences of obesity. *Organizational Behavior and Human Decision Processes*, 127, 66-84.

Levine, E., & Schweitzer, M. (2015). Prosocial lies: When deception breeds trust. *Organizational Behavior and Human Decision Processes*, 126, 88-106.

Best Paper Award, 2014, Excellence in Ethics Conference (Mendoza College of Business).

Haselhuhn, M., Kennedy, J., Kray, L., Van Zant, A., & Schweitzer, M. (2015). Gender differences in trust dynamics: Women trust more than men following a trust violation. *Journal of Experimental Social Psychology*, 56, 104-109.

Levine, E., & Schweitzer, M. (2014). Are liars ethical? On the tension between benevolence and honesty. *Journal of Experimental Social Psychology*, 53, 107-117.

Brooks, A., Dai, H. & Schweitzer, M. (2014). I'm sorry about the rain! Superfluous apologies demonstrate empathic concern and increase trust. *Social Psychological and Personality Science*, 5(4), 467-474.

Ruedy, N., Moore, C., Gino, F., & Schweitzer, M. (2013). The cheater's high: The unexpected benefits of unethical behavior. *Journal of Personality and Social Psychology*, 105(4), 531-548.

Gaspar, J. & Schweitzer, M. (2013). The emotion deception model: A review of deception in negotiation and the role of emotion in deception. *Negotiation and Conflict Management Research*, 6(3), 160-179.

Rick, S. & Schweitzer, M. (2013). The imbibing idiot bias: Consuming alcohol can be hazardous to your (perceived) intelligence. *Journal of Consumer Psychology*, 23(2), 212-219.

Gino, F., Brooks, A. & Schweitzer, M. (2012). Anxiety, advice and the ability to discern: Feeling anxious motivates individuals to seek and use advice. *Journal of Personality and Social Psychology*, 102(3), 497-512.

Dunn, J., Ruedy, N. & Schweitzer, M. (2012). It hurts both ways: How social comparisons harm affective and cognitive trust. *Organizational Behavior and Human Decision Processes*, 117(1), 2-14.

A short version of this paper with a different title was published in the Academy of Management Best Paper Proceedings, August 2004.

Haselhuhn, M., Pope, D., Schweitzer, M. & Fishman, P. (2012). The impact of personal experience on behavior: Evidence from video-rental fines. *Management Science*, 58(1), 52-61.

Gino, F., Schweitzer, M., Mead, N. & Ariely, D. (2011). Unable to resist temptation: How self-control depletion promotes unethical behavior. *Organizational Behavior and Human Decision Processes*, 115(2), 191-203.

Brooks, A. & Schweitzer, M. (2011). Can Nervous Nelly negotiate? How anxiety causes negotiators to make low first offers, exit early, and earn less profit. *Organizational Behavior and Human Decision Processes*, 115(1), 43-54.

This paper won the *Best Conference Paper with a Student as First Author Award* at IACM (International Association for Conflict Management Conference), 2010.

Pope, D. & Schweitzer, M. (2011). Is Tiger Woods loss averse? Persistent bias in the face of experience, competition, and high stakes. *American Economic Review*, 101 (February), 129-157.

This paper was one of five finalists for the 2012 *Exeter Prize* for the best paper published in the previous year in Experimental Economics, Behavioral Economics, and Decision Theory.

Haselhuhn, M., Schweitzer, M., & Wood, A. (2010). How implicit beliefs influence trust recovery. *Psychological Science*. 21(5), 645-648.

Ruedy, N., & Schweitzer, M. (2010). In the Moment: The effect of mindfulness on ethical decision making. *Journal of Business Ethics*, 95, 73-87.

Gibson, D., Schweitzer, M., Callister, R. & Gray, B. (2009). The influence of anger expressions on outcomes in organizations. *Negotiation and Conflict Management Research*, 2(3), 236-262.

Mead, N., Baumeister, R., Gino, F., Schweitzer, M., & Ariely, D. (2009). Too tired to tell the truth: Self-control resource depletion and dishonesty. *Journal of Experimental Social Psychology*, 45 (3), 594-597.

Gino, F. & Schweitzer, M. (2008). Blinded by anger or feeling the love: How emotions influence advice taking. *Journal of Applied Psychology*. 93(5), 1165-1173.

This paper won the *Best Empirical Paper Award* in the Conflict Management Division at the Academy of Management, August 2008. A short version of this paper was published in the Academy of Management Best Paper Proceedings, August 2008.

Moran, S. & Schweitzer, M. (2008). When better is worse: Envy and the use of deception. *Negotiation and Conflict Management Research*. 1(1), 3-29.

Schweitzer, M. & Gibson, D. (2008). Fairness, feelings, and ethical decision making: Consequences of violating community standards of fairness. *Journal of Business Ethics*, 77, 287-301.

Schweitzer, M., Hershey, J., & Bradlow, E. (2006). Promises and lies: Restoring violated trust. *Organizational Behavior and Human Decision Processes*, 101(1), 1-19.

Dunn, J. & Schweitzer, M. (2005). Feeling and believing: The influence of emotion on trust. *Journal of Personality and Social Psychology*, 88(6), 736-748.

This paper won the *Best Empirical Paper Award* in the Conflict Management Division at the Academy of Management, August 2003. A short version of this paper was published in the Academy of Management Best Paper Proceedings, August 2003.

Schweitzer, M., DeChurch, L., & Gibson, D. (2005). Conflict frames and the use of deception: Are competitive negotiators less ethical? *Journal of Applied Social Psychology*, 35(10), 2123-2149.

Novemsky, N. & Schweitzer, M. (2004). What makes negotiators happy? The differential effects of internal and external social comparisons on negotiator satisfaction. *Organizational Behavior and Human Decision Processes*, 95(2), 186-197.

Schweitzer, M., Ordonez, L. & Douma, B. (2004). Goal setting as a motivator of unethical behavior. *Academy of Management Journal*, 47(3), 422-432.

A short version of this paper with a different title was published in the Academy of Management Best Paper Proceedings, August 2002.

Chinander, K. & Schweitzer, M. (2003). The input bias: The misuse of input information in judgments of outcomes. *Organizational Behavior and Human Decision Processes*, 91(2), 243-253.

Schweitzer, M., Brodt, S., & Croson, R. (2002). Seeing and believing: Visual access and the strategic use of deception. *The International Journal of Conflict Management*, 13(3), 258-275.

Schweitzer, M., & Hsee, C. (2002). Stretching the truth: Elastic justification and motivated communication of uncertain information. *The Journal of Risk and Uncertainty*, 25(2), 185-201.

Schweitzer, M., & DeChurch, L. (2001). Linking frames in negotiations: Gains, losses and conflict frame adoption. *The International Journal of Conflict Management*. 12(2), 100-113.

Schweitzer, M. & Gomberg, L. (2001). The impact of alcohol on negotiator behavior: Experimental evidence. *Journal of Applied Social Psychology*, 31(10), 2095-2126.

A short version of this paper was reprinted in *Alcohol Research*:

Schweitzer, M., & Gomberg, L. (2002). The impact of alcohol on negotiator behavior: Experimental evidence. *Alcohol Research*, 7(2), Structured Abstract 7117, 83-84.

Schweitzer, M., & Cachon G. (2000). Decision bias in the newsvendor problem with a known demand distribution: Experimental evidence. *Management Science*, 46(3), 404-420.

Schweitzer, M., & Kerr, J. (2000). Bargaining under the influence: The role of alcohol in negotiations. *Academy of Management Executive*, 14(2), 47-57.

*This paper was nominated for the 2001 Dean Conley Article of the Year Award*

*Reprinted:* Schweitzer, M., & Kerr, J. (2003). Bargaining under the influence: The role of alcohol in negotiations. In Lewicki, R., Saunders, D., Minton, J., and Barry, B. (Eds.) *Negotiation: Readings, Exercises, and Cases*, 2003, 4th Edition, McGraw Hill, New York, 480-495.

Solnick, S., & Schweitzer, M. (1999). The influence of physical attractiveness and gender on ultimatum game decisions. *Organizational Behavior and Human Decision Processes*, 79(3), 199-215.

Schweitzer, M., & Croson, R. (1999). Curtailing deception: The impact of direct questions on lies and omissions. *The International Journal of Conflict Management*, 10(3), 225-248.

*Reprinted:* Schweitzer, M., & Croson, R. (2004). Curtailing deception: The impact of direct questions on lies and omissions. In Menkel-Meadow, C. & Wheeler, M. (Eds.) *What's Fair? Ethics for Negotiators*, 2004, Jossey-Bass, San Francisco.

Schweitzer, M., French, M., Ullmann, S., & McCoy C. (1998). Cost-effectiveness of detecting breast cancer in lower socio-economic status African-American and hispanic women through mobile mammography services. *Medical Care Research and Review*, 55(1), 75-91.

Schweitzer M., Hershey J., & Asch, D. (1996). Individual choice in spending accounts: Can we rely on employees to choose well? *Medical Care*, 34(6), 583-593.

Schweitzer, M., & Asch, D. (1996). The role of employee flexible spending accounts in health care financing. *American Journal of Public Health*, 86(8), 1079-1081.

Schweitzer, S., Schweitzer, M., & Sourty-LeGuellec, M. (1996). Is there a U.S. drug lag? The timing of new pharmaceutical approvals in the G-7 countries and Switzerland. *Medical Care Research and Review*, 53(2), 162-178.

Schweitzer, M., & Asch, D. (1995). Timing payments to subjects of mail surveys: Cost-effectiveness and bias. *Journal of Clinical Epidemiology*, 48(11), 1325-1329.

Schweitzer, M. (1995). Multiple reference points, framing, and the status quo bias in health care financing decisions. *Organizational Behavior and Human Decision Processes*, 63(1), 69-72.

Schweitzer, M. (1994). Disentangling status quo and omission effects: An experimental analysis. *Organizational Behavior and Human Decision Processes*, 58(3), 457-476.

### **Book**

Galinsky, A., & Schweitzer, M. (2015). *Friend & Foe: When to Cooperate, When to Compete, and How to Succeed at Both*. Random House.

### **Book Chapters and other Publications**

Bitterly, B. & Schweitzer, M. (2019) "How to deflect difficult questions in an interview or negotiation" *Harvard Business Review*. 18 November, 2019. <https://hbr.org/2019/11/how-to-deflect-difficult-questions-in-an-interview-or-negotiation>



Yip, J. & Schweitzer, M. (2017) “The case for trash-talking at work, according to research” *Harvard Business Review*. 18 October. 2017.

<https://hbr.org/2017/10/the-case-for-trash-talking-at-work-according-to-research>

Haselhuhn, M., Schweitzer, M., Kray, L., & Kennedy, J. (2016). “When trust is easily broken, and when it’s not.” *Harvard Business Review*, 17 Feb. 2016.

<https://hbr.org/2016/02/when-trust-is-easily-broken-and-when-its-not>

Galinsky, A., Olayon, J., & Schweitzer, M. (2016). “Diversity training is not the answer.” *Talent Management*. 11 Jan. 2016.

[http://workforcediversitynetwork.com/res\\_articles\\_DiversityTrainingNotAnswer.aspx](http://workforcediversitynetwork.com/res_articles_DiversityTrainingNotAnswer.aspx)

Galinsky, A., & Schweitzer, M. (2016). Why every great leader needs to be a great perspective taker. *Leader to Leader*, 80, 32-37.

Galinsky, A., & Schweitzer, M. (2016). “Why political ‘bromances’ come and go” *Forbes*. 24 Feb. 2016.

<http://www.forbes.com/sites/galinskyschweitzer/2016/02/24/why-political-bromances-come-and-go/#5aed3fda6c05>

Schweitzer, M., Brooks, A., & Galinsky, A. (2015). “The organizational apology: A step-by-step guide.” *Harvard Business Review*, 93(9), 44–52.

Galinsky, A., & Schweitzer, M. (2015) “VW Can’t Buy Back Customer Love with Gift Cards.” *Fortune*. 10 Nov. 2015. <http://fortune.com/2015/11/10/vw-scandal-volkswagen-gift-cards/>

Galinsky, A., & Schweitzer, M. (2015) “It’s Good to be the Queen...But It’s Easier to be the King.” *McKinsey Quarterly*. Oct. 2015.

<http://www.mckinsey.com/global-themes/leadership/its-good-to-be-the-queen-but-its-easier-being-the-king>

Galinsky, A., & Schweitzer, M. (2015) “The Problem of Too Much Talent.” *The Atlantic*. 30 Sep. 2015.

<http://www.theatlantic.com/business/archive/2015/09/hierarchy-friend-foe-too-much-talent/401150/>

Schweitzer, M. & Galinsky, A. (2015). “How Sepp Blatter built FIFA into a religion.” *Fortune*. 3 June 2015. <http://fortune.com/2015/06/03/how-sepp-blatter-built-fifa-into-a-religion/>

Callister, R., B. Gray, D. Gibson, M. Schweitzer and J. Tan (2014). Anger at work: examining organizational anger norms impact on anger expression outcomes, in O.B. Ayoko, N.M. Ashkanasy and K.A. Jehn (eds), *Handbook of*

*Conflict Management Research*, Cheltenham, UK and Northampton, MA, USA: Edward Elgar Publishing, Chapter 17.

Ordóñez, L., Schweitzer, M., Galinsky, A., & Bazerman, M. (2009) On good scholarship, goal setting, and scholars gone wild, *Academy of Management Perspectives*, 23(3), 82-87.

Ordóñez, L., Schweitzer, M., Galinsky, A., & Bazerman, M. (2009) Goals gone wild: The systematic side effects of overprescribing goal-setting, *Academy of Management Perspectives*, February, 6-16.

Galinsky, A. & Schweitzer, M. (2007). Negotiators: Think before you Drink *Negotiation* (A Newsletter from Harvard Business School), 10(7), 4-6.

Schweitzer, M. (2007). Call their bluff! Detecting deception in negotiation. *Negotiation* (A Newsletter from Harvard Business School), 10(3), 7-9.

Schweitzer, M. (2006). Wise negotiators know when to say “I’m Sorry.” *Negotiation* (A Newsletter from Harvard Business School), 9(12), 4-6.

Schweitzer, M. (2006). Aim high, improve negotiation results, *Negotiation* (A Newsletter from Harvard Business School), 9(8), 4-6.

Schweitzer, M. (2006). Is your counterpart satisfied? *Negotiation* (A Newsletter from Harvard Business School), 9(4), 7-9.

Dunn, J. & Schweitzer, M. (2006). Green and mean: Envy and social undermining in organizations. In A. Tenbrunsel (Ed.), *Research on Managing Groups and Teams (8): Ethics in Groups*. Elsevier. 177-197.

Schweitzer, M. (2005). Negotiators Lie. *Negotiation* (A Newsletter from Harvard Business School), 8(12), 1-4.

Schweitzer, M. & Ho, T. (2005). Trust but verify: Monitoring in interdependent relationships. In J. Morgan (Ed.), *Experimental and Behavioral Economics - Advances in Applied Microeconomics*, Volume 13, 87-106.

Dunn, J. & Schweitzer, M. (2005). Why good employees make unethical decisions: The role of reward systems, organizational culture and managerial oversight. In R.E. Kidwell, Jr. & C.L. Martin (Eds.), *Managing Organizational Deviance*. 39-60. Thousand Oaks, CA: Sage.

Dunn, J. & Schweitzer, M. (2004). Too good to be trusted? Relative performance, envy, and trust. In R. Weaver (Ed.), *Proceedings of the Sixty-fourth Annual Meeting of the Academy of Management (CD)*, CM, B1-B6. ISSN 1543-8643.

Dunn, J. & Schweitzer, M. (2003). Feeling and believing: The influence of emotion on trust. In D. Nagao (Ed.), *Proceedings of the Sixty-third Annual Meeting of the Academy of Management (CD)*, CM, B1-B6. ISSN 1543-8643.

Schweitzer, M., Ordonez, L. & Douma, B. (2002). The dark side of goal setting: The role of goals in motivating unethical decision making. In D. Nagao (Ed.), *Proceedings of the Sixty-second Annual Meeting of the Academy of Management (CD)*, MOC, B1-B6. ISSN 1543-8643.

Schweitzer, M. (2001). Deception in negotiations. In S. Hoch & H. Kunreuther (Eds.), *Wharton on Making Decisions*. 187-200. New York, NY: Wiley.

Chinander, K., & Schweitzer, M. (2000). Judgments of quality: Using input quantity to evaluate outcome quality. In D. Fedor & S. Ghosh (Eds.), *Advances in Management of Organizational Quality*. 5, 193-214. JAI Press/Elsevier Inc.

Brown D., French M., Schweitzer M., McGeary K., McCoy C., & Ullmann S. (1999). Economic evaluation of breast cancer screening - A review. *Cancer Practice*, 7(1), 28-33.

Schweitzer, M. (1999). The construction of mental accounts in benefits decision making. *Benefits Quarterly*, 15(1), 52-56.

Schweitzer, M., & Hershey J. (1997). Undercontribution bias in health care spending account decisions. *Benefits Quarterly*, 13(2), 36-45.

### *Awards*

- Cialdini Prize, 2019 SPSP (Society for Personality and Social Psychology Conference)
- Best Paper Award, 2019 Frank Prize for Research in Public Interest Communications, University of Florida
- Academy of Management, Organizational Behavior Division, Mentoring Award (2018)
- Best Paper Award, IACM Conference (2018)
- Bright Idea Award, Sponsored by the Stillman School of Business, Seton Hall University (2017)
- Best Empirical Paper Award, IACM Conference (2015)
- Best Paper with a Student as First Author, IACM Conference (2010)
- Best Paper Award, Excellence in Ethics Conference (2014)
- Finalists for the *Exeter Prize* for the best paper published in the previous year in Experimental Economics, Behavioral Economics, and Decision Theory (2012)
- Best Empirical Paper Award, Academy of Management, Conflict Management Division (2008)
- Best Empirical Paper Award, Academy of Management, Conflict Management Division (2003)

- Dean Conley Article of the Year Award (2001)

#### *Teaching Awards*

- Excellence in Teaching Award for MBA Teaching, Wharton School 2010
- David Hauck Award for Excellence in Teaching, Wharton School 2002
- Outstanding Teaching Award, Wharton School 2002
- Whitney Award for Distinguished Undergraduate Teaching, Wharton School 2000

#### *Invited Presentations*

- 1993 Harvard University (November 1993)
- 1994 University of Iowa (January 1994)  
University of Miami (February 1994)
- 1998 University of Arizona (December 1998)  
University of Chicago (April 1998)
- 2000 RAND (February 2000)  
University of Minnesota (March 2000)
- 2001 Yale University (April 2001)
- 2002 Duke University (April 2002)
- 2003 Cornell University (March 2003)  
University of California, Irvine (October 2003)  
University of California, Los Angeles (October 2003)
- 2004 Harvard University (March 2004)  
Northwestern University, Kellogg School (September 2004)  
University of Southern California, Marshall School (October 2004)  
Yale University (October 2004)
- 2005 Harvard University (September 2005)  
University of Arizona (February 2005)  
University of Maryland (October 2005)
- 2006 Northwestern University, Kellogg School (May 2006)
- 2007 University of California, Berkeley (October 2007)  
University of California, San Diego (December 2007)
- 2008 Harvard University (March 2008)  
Hebrew University, Israel (July 2008)  
La Sapienza University, Italy (June 2008)  
Technion University, Israel (July 2008)  
Tel Aviv University, Israel (July 2008)
- 2009 University of North Carolina, Kenan-Flagler School (May 2009)  
Washington University, St. Louis (October 2009)
- 2010 University of California, Los Angeles (February 2010)  
New York University, Stern School (October 2010)
- 2011 University of Utah, Eccles School (May 2011)  
Harvard University (September 2011)  
University of Chicago, Booth School (October 2011)

- 2012 Columbia University (May 2012)  
London Business School (September 2012)
- 2014 INSEAD (April 2014)  
Harvard/MIT/Tufts, Program on Negotiation (October 2014)
- 2015 Ben Gurion University (January 2015)
- 2016 University of California, Los Angeles (March 2016)  
Northwestern University, Kellogg School (April 2016)
- 2017 HEC, Paris, France (June 2017)  
Duke University (November 2017)
- 2018 University of Utah (January 2018)  
University of North Carolina (January 2018)  
Rice University (November 2018)
- 2019 Harvard University (January 2019)  
Cornell University (May 2019)  
UC Berkeley (February 2019)

### ***Editorial Positions***

#### **Associate Editor**

*Management Science*, 2012-2017

*Organizational Behavior and Human Decision Processes*, 2007-2010

*Negotiation and Conflict Management Research*, 2006-2009

#### **Editorial Boards**

*Organizational Behavior and Human Decision Processes*, 2004-2007, 2010-Present

*International Journal of Conflict Management*, 2001-2005

### ***Society Membership***

Academy of Management; International Association for Conflict Management; Society for Judgment and Decision Making

### ***Professional Activities***

President: International Association for Conflict Management, 2018-2019

Board Member: International Association for Conflict Management, 2003-2005

Program Chair: Society for Judgment and Decision Making, 2000

Program Chair: International Association for Conflict Management, 2006

Program Committee: Society for Judgment and Decision Making, 1998, 1999, 2001

Program Committee: Behavioral Decision Research in Management, 2000, 2006, 2012

Program Committee: International Association for Conflict Management, 2000

Organizing Committee: Behavioral Decision Research in Management, 1998