

**STEPHEN E. WEISS**

(compact cv)

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**EMPLOYMENT (Primary)**

- 2017 Executive Director (Acting), Centre for Global Enterprise  
Schulich School of Business
- 1991-present Associate Professor of Strategic Management/Policy and International Business  
Schulich School of Business (tenured in 1994)
- 2016 Visiting Professor  
IESE Business School, University of Navarra, Spain
- 2012-2015 Director, MBA Program  
Schulich School of Business
- 2014-2015 Director, International Business Specialization (grad level)  
Schulich School of Business
- 2015 Visiting Professor  
Aalto University School of Business, Helsinki (Mikkeli), Finland
- 2015 Visiting Scholar  
BI Norwegian Business School, Oslo, Norway
- 2002-2011 Visiting Professor of Strategy  
HEC Paris, France
- 1996-2000 Director, International MBA Program  
Schulich School of Business
- 1993-1996 Director, Max Bell Business-Government Studies Program  
Schulich School of Business
- 1991 Visiting Scholar  
Euro-Asia Centre at INSEAD, Fontainebleau, France

- 1990-1991 Visiting Assistant Professor of Management and International Business  
The Amos Tuck School of Business Administration, Dartmouth College, USA
- 1985-1990 Assistant Professor of Management and International Business  
Leonard N. Stern School of Business, New York University, USA

## EDUCATION

- 1985 Ph.D., University of Pennsylvania  
1980 M.A., University of Pennsylvania  
1975 B.A., Lafayette College  
1972 Diplôme, University of Paris-Sorbonne

## AWARDS AND RECOGNITION

Outstanding Educator Award, Academy of Management's International Management Division, 2015.

## Research

*Psychology Progress*, 2013, recognition as Key Research Article Feature (of "major importance in respective field") for "Negotiator Effectiveness with Mixed Agendas" (originally published in *Group Decision and Negotiation*).

Schulich Research Fellowship (half-time release), 2007-2008.

Nominated for Jeffrey Z. Rubin Theory-to-Practice Award, 2006 and 2005, International Association of Conflict Management/PON at Harvard.

Work selected for inclusion in several collections such as *Smart Globalization* [best articles from *Sloan Management Review*] (Eds. A. Gupta & E. Westney. Jossey-Bass, 2003), *Cross-Cultural Management: International Library of Critical Writings, 1930-2001* (Edward Edgar Pub., 2003), *Harvard Deusto Business Review* (Best of Business Schools, 1995), *International Library of Management* (Dartmouth Pub., 1994).

Best Article Prize for 1992 from Journal of Organizational Behavior (co-authored with R. Lewicki & D. Lewin).

National Science Foundation Doctoral Dissertation Grant, 1982-83.

## Teaching

2015 “Top Ten New Role-Play” (giant panda exercise) from Harvard Program on Negotiation

2014 “Best in Class” (panda negotiation case) from Harvard Program on Negotiation

2012+ Nominee (8 years) for Schulich MBA Teaching Excellence Award  
additional years: 2007, 2006 (honorable mention), 2005, 2004, 2000, 1999, 1994  
Course evaluations for International Negotiations (IBUS 6490): mode of 7 out of 7 on  
“learned a great deal” for 16 consecutive offerings (1997-2015)

2005/6 Faculty of Graduate Studies Teaching Award, York University (only 1 or 2 awards/yr.)

2000 Winner (First Place), Schulich MBA Teaching Excellence Award

2004+ Merit Award, Schulich School of Business  
additional years: 2002, 2001

## RESEARCH

### Interests

International negotiations (business, government)  
Cultural aspects of conflict and conflict management  
Strategic alliances  
Communication and language use

### Work in Progress (Topics)

Frameworks for analysis of negotiation  
Strategies for cross-cultural negotiations  
Use of case studies in negotiation research

### Publications\*

“Negotiating the Renault-Nissan Alliance: Insights from Renault’s Perspective” in *Negotiation Excellence: Successful Deal Making* (Ed. M. Benoliel). 2<sup>nd</sup> ed. Singapore: World Scientific Publishing, 2014. pp. 325-350. (Originally printed in 2011, pp. 315-340.)

“The Renault-Nissan Alliance Negotiations” in *Practical Solutions to Global Business Negotiations*. By C. Cellich and S.C. Jain. New York: Business Expert Press, 2012. pp. 255-278.

\* For published teaching materials, see pp. 9-10.

- "Negotiators' Effectiveness with Mixed Agendas: An Empirical Exploration of Tasks, Decisions, and Performance Criteria, *Group Decision and Negotiation*, 2012, 21:255-290. (published online January 19, 2010).
- "Mega-simulations in Negotiation Teaching: Extraordinary Investments with Extraordinary Benefits," *Negotiation Journal*, 2008, 24(3):325-353.
- "International Business Negotiation in a Globalizing World: Reflections on the Contributions and Future of a (Sub) Field," *International Negotiation, 10<sup>th</sup> Anniversary Edition*, 2006, 11(2):287-316.
- "Perspective d'analyse en négociation : Le cas de l'alliance Renault-Nissan" (with C. Marjollet & C. Bouquet), *La revue française de gestion*, 2004, 30(153):211-234.
- "International Business Negotiations Research: Revisiting 'Bricks, Mortar and Prospects'" in *Handbook of International Management Research*. 2nd ed. Eds. B.J. Punnett & O. Shenkar. Ann Arbor: University of Michigan Press, 2004. pp. 415-474.
- "Teaching the Cultural Aspects of Negotiation: A Range of Experiential Techniques," *Journal of Management Education*, 2003, 27(1):95-120.
- "Analytical Perspective from International Business Negotiations" in *Professional Cultures in International Negotiation: Bridge or Rift?* Ed. G. Sjostedt. Lanham, MD: Lexington Books, 2003. pp. 171-199.
- "Introduction" and "Conclusion" to special issue on international business negotiation (with C. Tinsley), *International Negotiation*, 1999, 4(1):1-4, 95-97. [special issue co-editor]
- "Opening a Dialogue on Negotiation and Culture: A 'Believer' Considers Skeptics' Views" in *Negotiation Eclectic: Essays in Memory of Jeffrey Z. Rubin*. Ed. D. M. Kolb. Cambridge, MA: PON Books (Program on Negotiation at Harvard), 1999. pp. 67-84.
- "Negotiating with Foreign Business Persons: An Introduction for Americans with Propositions on Six Cultures" (with W. Stripp) in *The Cultural Context in Business Communication*. Eds. S. Niemeier, C.P. Campbell & R. Dirven. Amsterdam: John Benjamins Pub. Co, 1998. pp. 51-118.
- "Explaining Outcomes of Negotiation: Toward a Grounded Model for Negotiations between Organizations" in *Research on Negotiation in Organizations*. Eds. R.J. Lewicki, R.J. Bies & B.H. Sheppard. Greenwich, CN: JAI Press, 1997. pp. 247-333.
- "International Business Negotiations: Bricks, Mortar and Prospects" in *Handbook of International Management Research*. Eds. B.J. Punnett & O. Shenkar. Cambridge, MA: Blackwell, 1996. pp. 209-265.

"The General Motors-Toyota Joint Venture, 1982-84" (with 5 co-authors), *International Negotiation*, 1996, 1(2):277-292.

"Negotiating with `Romans'--Part I," *Sloan Management Review*, 1994, 35(2):51-61.

"Negotiating with `Romans'--Part II," *Sloan Management Review*, 1994, 35(3):85-99. (Trans. into Spanish as "Las cinco etapas de la negociación internacional" in *Harvard Deusto Business Review (Best of Business Schools)*, 1995, No. 1, pp. 40-54.)

"Analysis of Complex Negotiations in International Business: The RBC Framework," *Organization Science*, 1993, 4(2): 269-300.

"Models of Conflict, Negotiation, and Third Party Intervention: A Review and Synthesis" (with R. Lewicki & D. Lewin), *Journal of Organizational Behavior*, 1992, 13(3):209-252.

"The Long Path to the IBM-Mexico Agreement: An Analysis of the Microcomputer Investment Negotiations, 1983-86," *Journal of International Business Studies*, 1990, 21(4):565-596.

"Creating the GM-Toyota Joint Venture: A Case in Complex Negotiation," *Columbia Journal of World Business*, 1987, 22(2):23-37.

"Negotiating with Foreign Business Persons" (with W. Stripp), *Journal of Labor Problems* (trans. into Japanese), 1987, 24:39-52.

"Japan: The Changing Logic of a Former Minor Power" (with N.B. Thayer) in *National Negotiating Styles*. Ed. Hans Binnendijk. Washington, DC: U.S. Department of State (USGPO), 1987. pp. 45-74.

"Enhancing Negotiators' Successfulness: Self-Help Books and Related Empirical Research," *Journal of Conflict Resolution*, 1983, 27(4):706-739.

### **Book Reviews**

"Book Review: International Business Negotiations by Pervez Ghauri & Jean-Claude Usunier (eds.)," *Journal of International Business Studies*, 1999, 30:431-435.

"Book Review: Cohen, Raymond. 1997. Negotiating Across Cultures: International Communication in an Interdependent World (2nd ed.)," *The Annals of the American Academy of Political and Social Science*, 1999, 564 (July):215-216.

"Book Review: International Negotiation by Victor A. Kremenyuk (ed.)," *Academy of Management Review*, 1992, 17(1):151-155.

### **Official Reports, Conference Proceedings, Professional Newsletters** (selected)

"Teaching Cross-cultural Business Negotiation: Resources for Non-Experiential Methods," *AIB*

*Newsletter Insights*, 2002, 2(4):8-11.

- “Negotiation and Cultures: Some Thoughts on Models, Ghosts, and Options,” *Dispute Resolution FORUM*, 1987, September:3-6.
- “An Analysis of Japanese National Negotiating Style” for the Foreign Service Institute, U.S. Department of State, 1986.
- “Dealing with Conflict in the Congregation” for The Presbyterian Church (U.S.A.), 1985.
- “Watching Your Language (and Theirs) in Negotiation,” *Proceedings of the Society of Professionals in Dispute Resolution*, 1983, pp. 143-147.
- “Opening Gambits,” *Art of Negotiating Newsletter*, 1982, November: 2-4.
- “Pennsylvanians in an Interdependent World” for the Global Interdependence Center, World Affairs Council of Philadelphia, 1978.

### **Conference Presentations (selected)**

[complete list available separately, n=55]

- “Experiential Learning in International Management: Complex Negotiation Simulations” (keynote) Academy of Management Annual Meeting, IM Division Prof. Dev. Workshop, 2014.
- “Where Have All the Romans Gone? Revisiting Culturally Responsive Strategies for Negotiation,” 11<sup>th</sup> EIASM Workshop on International Management, European Institute for Advanced Studies in Management, 2013.
- “Teaching International Negotiation – Tested Approaches, Key Concerns,” International Association for Conflict Management Annual Meeting, 2010.
- “Analysis of the Alcatel-Lucent Negotiations: Insights for Researchers and Practitioners,” International and Intercultural Negotiation Conference, Copenhagen Bus. School, 2010.
- “Research on Culture in International Negotiation: Points of Departure, Sought-After Destinations,” Academy of International Business Annual Meeting, 2009.
- “International Business Negotiations Research: Its Development, Current State, and Contributions to International Business,” Academy of International Business Annual Meeting, 2007.
- “International M&A Negotiation: Strategic Lessons from the Alcatel-Lucent Talks in 2001 and 2006” (with S. Yavuz), Academy of International Business Annual Meeting, 2007.
- “Agreements in Multi-issue Negotiations: An Exploration of Agenda Structure, Decisions, and Advice,” Group Decision and Negotiation Annual Conference, 2007.
- “International Business Negotiations in a Globalizing World,” International Studies Association Annual Meeting, 2007.
- “Same Goals, Different Results: Lessons from Two US-French Merger/Acquisition Negotiations” (with M. Valente), First International Biennale on Negotiation, Chamber of Commerce, Paris, France, 2003.
- “International Negotiations Research: Views of the Present, A Vision of the Future,” Management Research Priorities Conference, Dalhousie University, 2003.
- “Doing Research on International Business Negotiations,” Third Annual HEC-INSEAD Ph.D. Forum (France), 2002.
- “Teaching Cross-cultural Negotiation,” American Bar Association Section on Dispute Resolution Conference, Washington, DC, 2001.

- “Teaching International Business Negotiation via Simulation: Reflections on Two Decades of Experience” (poster), International Association for Conflict Management Annual Conference, 2001.
- “One Agreement, One Impasse: Explaining the Outcomes of Interorganizational Outcomes,” Research on Negotiation in Organizations Conference, 1996.
- “The Incomplete Debate over Culture and Negotiation: A Cautious ‘Believer’ Considers ‘Skeptics’ Views, Jeffrey Z. Rubin Memorial Conference, Harvard University, 1996.
- “Analysis of Complex Negotiations in International Business,” ORSA/TIMS Joint National Meeting, San Francisco, 1992.
- “Analysis of American Negotiators’ Speech: Coding Techniques and Methodological Issues,” 2<sup>nd</sup> Eindhoven Language for Specific Purposes Conference, The Netherlands, 1988.
- “An Overview of the GM-Toyota JV Negotiations,” U.S. Department of State Symposium on Trade Negotiations, 1988.
- “International Negotiations, Joint Ventures, and OD,” OD Network Annual Conference, 1986.
- “Japanese Negotiating Style,” U.S. Department of State, Foreign Service Institute, 1985.

### **Research Seminars (n=49, by year)**

BI Norwegian Business School (2015), ESCP-Berlin (2013), University of Texas-Dallas (2011), Guanghua School of Management-China (2009), University of International Business and Economics-China (2009), China-Europe International Business School (2009), Kyung Hee University-S. Korea (2009), Hitotsubashi University (2009), Waseda University (2009, 1989), Tokyo Institute of Technology (2009), University of South Carolina (2009), University of Colorado-Denver (2008), Harvard Business School (2007), Tilburg University (2007), International University in Geneva (2007), Seattle University (2006), Simon Fraser University (2006, 1992), Darden Graduate School of Business Administration (2004), ESSEC Business School-France (2002, 2000), HEC Paris (2002, 2000, 1990), University of Western Ontario (1997), Harvard University (1996, 1988), U.S. Institute of Peace (1997, 1994), Queen’s University (1995), Cornell University (1994), Northwestern University (1994), University of Toronto (1993), York University (1993), McGill University (1992), University of Michigan (1992), INSEAD (1991, 1988), Columbia University Teachers College (1990), Dartmouth College (1990), Penn State University (1990), Rutgers University (1990, 1987), International University of Japan (1989), Eindhoven University of Technology-The Netherlands (1988), Kyoto University (1987), George Washington University (1988), Baruch College (1984).

### **DEGREE PROGRAM DESIGN/ CURRICULUM DEVELOPMENT**

MBA Program (Schulich School): definition and development of program “backbone” as complement to functional and elective (specialization) courses, 2012-2015.

International MBA Program (Schulich School): complete revision (co-chaired) of program structure and course content, 2010-2012;  
other continuous improvement projects, 1994-2000.

## TEACHING

### Courses Taught

#### BBA:

Intercultural Negotiations  
Managing Across Cultures

#### MBA & PhD:

Advanced Seminar on International Business  
Environmental Framework for International Business  
International Business Strategy  
International Internship Seminar  
International Negotiations: Analysis, Strategy and Practice  
Introduction to International Business (“Strategic Overview for Managers”)  
Management of Organizational Conflict  
Management Skills (negotiation module)  
The Manager as Negotiator  
Managing Conflict in the Multinational Enterprise  
Managing International Business  
Skills for Leadership  
Strategy Field Study

#### LLM (law):

Advanced Negotiation

#### Ph.D advising at Schulich/York:

Carolyn MacTavish (Accounting), 2009-2013.  
L.A. Nascimento y Campos Filho (PLCY), postdoctoral fellow, 2003-2004.  
M. Fuller (PLCY), comprehensives examiner, 2001.  
M.C. Saorin (Univ. of Valencia, Spain), external advisor, 2000-2002.  
D. Pomerleau (PLCY), comprehensives examiner, 1998.  
J. Tiessen (PLCY), dissertation committee chair: “Cooperation and Competition in North American Joint Ventures involving Japanese Firms,” 1993-1995.

### Teaching Materials

#### Large-Scale (Behavioral) Simulations

“Catalytic Software in India: Negotiating Entry” (written 2005, annual updates)  
“Nissan’s Search for a Partner: The Initial Negotiations” (written 2001, annual updates)  
“IBM-Mexico Microcomputer Investment Negotiations” (rewritten 2000 with T. Murtha; orig. 1992)  
“Negotiating Strategic Linkages in Telecom (CGE-ITT)” (drafted 1997 with J. Bures)  
“GM-Toyota JV Negotiations” (rewritten 1997 with T. Murtha; orig. 1992; annual rev.)



## Role-plays

- “Panda Negotiation” and Teaching Note (with Bok Nang Young Hoon), 2014, distributed by Kellogg School of Management Dispute Resolution Research Center (DRRC). DRRC Webinar - Panda Negotiation: Using the Exercise (February 2015).
- “Canada-China Panda Acquisition Negotiation” and Teaching Note, 2013-14, designated as “Top Ten New Role-Play” by Harvard Program on Negotiation (PON), Fall 2015; distributed by PON.
- “Negotiating about Giant Pandas” in R. Lewicki, B. Barry & D.M. Saunders (eds.), *Negotiation: Readings, Exercises, Cases*, 7<sup>th</sup> ed. (2015). New York: McGraw-Hill, pp. 554ff.
- “Exec Ed Job in France,” 2003.
- “ManuTech Chip Procurement,” Parts A & B, 1996.
- “Alpha-Beta Negotiation” (with T.N. Gladwin & A.J. Zerkin) in R. Lewicki et al. (eds.), *Negotiation: Readings, Exercises, Cases*, 7<sup>th</sup> ed. (2015) and in every edition, from 2<sup>nd</sup> to 6<sup>th</sup> (1992-2009). Also in S. Goldberg, F. Sander and N. Rogers, *Dispute Resolution* (Little Brown, 1992).
- “Jamison-Rankin,” “Jamison-Rodriguez,” “Jamison-Tanaka,” 1992.
- “Gamma-Tau” (written 1988; revised up to 1993).

## Cases

- “Renegotiating the Panda Lease at San Diego Zoo,” Parts A & B, and Teaching Note, in prep.
- “Negotiating About Pandas for San Diego Zoo,” Parts A, B & C (with S. Tatrallyay), and Teaching Note, 2012-13, designated as “Best-in-Class” by Harvard Program on Negotiation (PON), Fall 2014; distributed by PON. Reprinted in R. Lewicki et al. (eds.), *Negotiation: Readings, Exercises, Cases*, 7<sup>th</sup> ed. (2015). New York: McGraw-Hill, pp. 636ff.
- “Snohetta-Ras Al-Khaimah Negotiations over the Design of an Icon: Preparatory Guide for ‘The Sand Castle’ (film),” and Teaching Note, 2012.
- “Cross-border Coordination of an e-business Project,” Parts A, B & C (with L. Taylor), 2002.
- “Managing Bombardier’s Global Express Program,” Part A (with S. Felx), and Teaching Note, distributed by The Case Centre (ECCH) (#300-134-1, 300-134-8), 1997-2000. Reprinted in P. Beamish (ed.), *Cases in Strategic Management*, 6th ed. (Toronto: McGraw-Hill Ryerson, 2002, pp. 449-477).
- “ElGen Ltd.-Region Manufacturing Corp. Negotiation Over Specifications,” Parts A & B, and Teaching Note, distributed by The Case Centre (ECCH) (#395-119-1, 395-120-1, and 395-119-8), 1994-95.
- “ElGen Ltd.-Agio Toma (Venezuela) Negotiation Over Rescheduling,” Parts A, B & C, and Teaching Note, distributed by The Case Centre (ECCH) (#395-121-1, 395-122-1, 395-123-1, and 395-121-8), 1994-95.

## CONSULTING AND OTHER PROFESSIONAL EXPERIENCE

**Consultant/ Trainer** on negotiation and conflict management for:

Companies/organizations--American Express Canada, AT&T, Atlantis Aerospace, Babcock & Wilcox, Bank of Nova Scotia, Business Development Bank of Canada, Carnegie Bosch Institute, Celestica International Inc., Citigroup (India), Dassault Aviation, Dupont Canada, Eurocopter Canada, European Patent Office, Federal Express, Federation of Korean Industries, Ford of Europe, French Chamber of Commerce (Canada), Grupo Catho (Brazil), Hatch Limited, Heller Financial, Maytree Foundation, McDermott International, Port Authority of New York & New Jersey, Ontario Public Service, Presbyterian Church (U.S.A.), Publicis Groupe, Purolator Courier, Royal Bank of Canada, Southern African Development Community, Starbucks Coffee Canada, U.S. Department of State, U.S. Institute of Peace, Vicwest Income Fund.

1990 Outstanding Service Award – AT&T Global Management Curriculum

Executive programs (university-based)--Columbia Univ. Executive Programs, Eindhoven Univ. of Technology (Netherlands), Emory Univ. Management Program, Euro-Asia Centre at INSEAD, HEC Management/CPA (France), Joint Centre for Asia Studies at York Univ., NHH-Bergen (Norway), Oklahoma State University, Schulich Executive Education Centre, Univ. of Pennsylvania, Univ. of Toronto Executive Program, Wharton Executive Education.

### Other Positions (selected)

1996 (July)	Visiting Professor IDEA (Instituto para el Desarrollo Empresarial de la Argentina), Buenos Aires
1995-1996	Associate Director, International MBA Program Schulich School of Business, York University
1989	Instructor, International Teachers Programme (ISBM) Scuola di Direzione Aziendale dell' Universita L. Bocconi, Italy
1987-1990	Research Associate, Center for Japan-U.S. Business and Economic Studies New York University
1983-1990	Co-Director, International Business Negotiation Exercise Leonard N. Stern School of Business, New York University
1981-1983	Labor Arbitrator, American Arbitration Association, Philadelphia Area Expedited Arbitration Panel - steel industry
1979-1982	Lecturer in Conflict Analysis and Peace Research University of Pennsylvania
pre-1980	President, Residents' Council (450 residents), International House of Philadelphia; Research Assistant, World Affairs Council of Philadelphia; etc.

## SERVICE

### Organizational Affiliations

Academy of International Business  
Academy of Management  
Association des Alumni des Grandes Ecoles Françaises-Ontario (Honorary Member)  
International Association for Conflict Management

(historical ties with International Communication Association, International Studies Association, Society of Professionals in Dispute Resolution)

### Service to the Field

#### Editorial Positions

Board member - *Journal of Management Education* (2010-present)  
- *International Negotiation* (2001-present)  
- *International University of Geneva Business Review* (2007-present)  
- *European Management Review* (2002-2008)  
- *Journal of International Business Studies* (1997-2007)  
Associate Editor - *Group Decision and Negotiation* (1991-1997)  
Guest Co-Editor, *International Negotiation*, special issue on international business negotiation (1998)  
International Advisory Board member, *International Negotiation* book series, Brill Publishers (2006-2009)

#### Reviewer/ Referee/ Evaluator

Journals (22): *Academy of Management Executive*, *Academy of Management Journal*, *Canadian Journal of Administrative Sciences*, *(Columbia) Journal of World Business*, *European Management Review*, *Human Relations*, *International Business Review*, *International Journal of Conflict Management*, *International Negotiation*, *Japan & the World Economy*, *Journal of Business Economics*, *Journal of Business Research*, *Journal of Conflict Resolution*, *Journal of International Business Education*, *Journal of International Business Studies*, *Journal of International Management*, *Journal of Management Education*, *Management Communication Quarterly*, *Management International Review*, *Negotiation and Conflict Management Research*, *Organization Science*, and *Sloan Management Review*

Conference submissions: Academy of Management, Academy of International Business, and International Association of Conflict Management

Other: International Association for Conflict Management Best Book Award Panel (2006), Human Resources Development Canada, National Institute for Dispute Resolution, New York University, Social Science and Humanities Research Council of

Canada; Harvard Business School Press, various universities

#### Other Positions (selected)

Chair, Teaching Committee, AoM International Management Division, 2010-2013.

Co-Director, CIBER-sponsored Faculty Development (FDIB) Workshop on Teaching International Negotiation hosted by business schools at Duke University, 2002, 2003, 2004, and George Washington University, 2007, 2009.

Facilitator, Professional Development Workshop (“Negotiating Your First Job”), Conflict Management Division, Academy of Management Annual Meetings, 2006-2008.

Member, Program Committee, Harvard Program on Negotiation-ESSEC Transatlantic Conference on Teaching Negotiation, 2006.

Member, Steering Committee/Master of Ceremonies, North American French Industrials Club annual conferences, French Trade Commission (Toronto), 2004-2005, 2000-2001.

Member, International Scientific Committee, Institute for Research and Education on Negotiation in Europe at Groupe ESSEC (France), 2000-2005.

Organizer, Junior Faculty Consortium, Academy of Management – International Management Division, 1998. (Member, Senior Faculty staff, 1997.)

Member, Task Force for Processes of International Negotiation, American Academy of Arts and Sciences, 1986-1988.

Member, Steering Committee for Power, Conflict Management and Negotiation Group Academy of Management, 1986-1988.

Member, National Committee on Comparative/ Foreign, Society of Professionals in Dispute Resolution, 1984-1987.

#### Service to the University

Schulich/York:

2015-2016 University Senator

2004-present Member, Executive Committee & Affiliated Faculty  
York Center for International and Strategic Studies  
[sabbatical, 1 July 2015-30 June 2016]

2012-2015 Chair, MBA Program Committee

2012-2015 Member, Schulich Operating Committee

2012-2015 Chair, MBA Curriculum/Backbone Group

2010-2015 Member, Executive Committee of Schulich Faculty Council

2012-2014 Member, Teaching Excellence Task Force

2011-2012 Chair, IMBA Curriculum Review Task Force (and Member, 2010-2011)

2010-2011 Chair, Student Affairs Committee

2009-2010 Member, BBA Program Committee

[sabbatical, 1 July 2008-30 June 2009]

- 2003-2008 Advisor, International Business Club  
 2006-2008 Chair, Graduate Admissions Committee  
 2005-2007 United Way representative  
 2004-2005 Chair, Schulich Faculty Council  
 2003-2005 Member, Executive Committee of Schulich Faculty Council  
 2002-2005 University Senator  
 2003-2004 Chair, Graduate Admissions Committee  
 [sabbatical, 1 July 2001-30 June 2002]
- 2001-2002 Search Committee for Pierre Lassonde Chair in International Business  
 2000-2001 Member, School Tenure and Promotion Committee  
 1996-2000 Representative, Graduate Faculty Council (York)  
 1996-2000 Member, Schulich Operating Committee  
 1996-2000 Member, Executive Committee of Schulich Faculty Council  
 1996-2000 Chair, IMBA Program Committee  
 1996-2000 Member, search committees (multiple) for International Business chairs  
 [sabbatical, 1 July 1994-30 June 1995]
- 1994 Search Committee for International Business Faculty  
 1993-1994 Co-Director, Negotiation Workshop (monthly),  
 York Faculty of Environmental Studies (Dean's Office)  
 1991-1994 Chair, IMBA Program Committee  
 1993 Member, Operating Committee, Asian Business Studies Program  
 Jt. Centre for Asia-Pacific Studies, York University-University of Toronto  
 1991-1993 Member, IMBA Curriculum Review Task Force

#### New York University:

- 1989-1990 Member, MBA Committee  
 Stern School of Business  
 1984-1987 NYU Representative, Task Force on Education in Business and Law Schools,  
 American Arbitration Association

#### **Selected Media Coverage (2012ff)**

*Financial Times* (London), *The Globe & Mail* (Canada), *The New York Times*

#### **ADDITIONAL BACKGROUND**

Languages: French: advanced (spoken and written).

Japanese: raised bilingual, but currently at elementary level.

Overseas/ expatriate experience (U.S. citizen):

Residence: 25 years in Canada, 10 years in Japan, 1 year in France.

Extended visits: Argentina, Finland, France (multiple), Italy, the Netherlands, Norway, Spain.

Travel: 47 countries.

Executive Board, Tournament Park Tennis Club (Toronto), Vice-President (2014-2015).

Volunteer, Habitat for Humanity, Toronto Super Builds (2001-present).

National Presbyterian College Scholarship to Lafayette College.

International Alumni Ambassador, Lafayette College (2009-present).

Secondary education at The Hun School of Princeton (N.J.), cum laude.

Distinguished Alumnus Award (2008).

Married, 3 children.