

LEWICKI, Roy James

Business Address:

Max M. Fisher College of Business
 The Ohio State University
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Educational Background:

Institution	Date	Degree	Major Field
Dartmouth College Hanover, New Hampshire	6/64	A.B.	Psychology (Graduated with Honors)
Columbia University Teachers College New York, New York	12/68	Ph.D.	Social Psychology

Professional Positions:

2014-	Co-Academic Director, <u>BRIGHT</u> Executive MBA Degree Program, Fisher College of Business. Member of Steering Committee, BRIGHT Program.
2012-	Irving Abramowitz Memorial Professor of Business Ethics Emeritus and Professor of Management and Human Resources Emeritus Max M. Fisher College of Business, The Ohio State University
2007-2012	Irving Abramowitz Memorial Professor of Business Ethics and Professor of Management and Human Resources Max M. Fisher College of Business, The Ohio State University
1998-2007	Dean's Distinguished Professor Max M. Fisher College of Business, The Ohio State University
1987-	Professor of Management and Human Resources Max M. Fisher College of Business, Ohio State University
1996	Distinguished Connelly Scholar in Business Ethics (Fall Quarter) School of Business, Georgetown University
1995	Visiting Professor (Winter Quarter)

- Amos Tuck School of Business, Dartmouth College
- 1991-1992 Academic Director for Executive Education (Acting)
College of Business, The Ohio State University
- 1984-1991 Associate Dean for Graduate Business Programs
College of Business, The Ohio State University
- 1984-1987 Associate Professor of Management and Human Resources
College of Business, The Ohio State University
- 1979-1984 Associate Dean, Academic Programs
Director of the M.B.A. Program and
Assistant Dean for Student Affairs
Fuqua School of Business, Duke University
- 1977-1984 Associate Professor of Business Administration,
Duke University
- 1972-1977 Associate Professor of Business Administration
Amos Tuck School of Business Administration
Adjunct Associate Professor of Psychology
Dartmouth College
- 1968-1972 Assistant Professor of Administrative Sciences
and Psychology
Department of Administrative Sciences,
Yale University

Professional Memberships:

Academy of Management
International Association of Conflict Management
American Psychological Society
American Psychological Association
Organizational Behavior Teaching Society
Society for Business Ethics
Society for the Psychological Study of Social Issues

Awards/Recognitions:

Lifetime Achievement Award, Marquis' Who's Who in the World, 2017.

Awarded **Fellow Status**, International Association for Conflict Management, 2017, one of six inaugural members.

Emeritus Academy, Office of Academic Affairs, The Ohio State University. Inducted 2016, based on research and teaching scholarship since retirement.

Susan Herman Service Award from the Organizational Behavior Teaching Society. (2015) "The Service Award recognizes voluntary contributions over a significant number of years to the Society by an individual or a team. Outstanding service above and beyond the call of duty is the highest possible demonstration of sharing in an organization such as ours and through this award we identify and thank those whose contributions represent the epitome of altruism, enthusiasm, and selflessness."

Lifetime Achievement Award, International Association of Conflict Management, 2013.

Awarded **Fellow status**, Organizational Behavior Teaching Society, 2013.

Honorary Distinguished Visiting Scholar, 2010-2014, Amos Tuck School of Business, Dartmouth College.

Best Elective Teacher Award, MBA class of 2012, Fisher College of Business.

Pacesetter's Bostic-Georges Distinguished Service Faculty Award (Fisher College of Business), 2011

"Making sense of intractable multiparty conflict: A study of framing in four environmental disputes" *Article of the Year Award*, Organizational Communications Division, National Communication Association, 2009.

Pacesetter's Westerbeck Graduate Teaching Award, Fisher College of Business, 2008.

Organizational Behavior Teaching Society Honor Roll, 2007, 2009

Distinguished Educator Award, Academy of Management. 2005.

Nominated for Presidency, Academy of Management, 2005.

"Outstanding Elective Teacher Award", Recognized by the Part Time MBA Graduating Class of 2005, Fisher College of Business, The Ohio State University.

Best Paper Award: Dewulf, A.; Barbara Gray, Linda Putnam. Noelle Aarts, Roy Lewicki René Bouwen and Cees Van Woerkum, Disentangling approaches to framing: mapping the terrain. Presentation to the Organizational Communication Division, International Communication Association, 2004.

Best Book Award, *Making Sense of Intractable Environmental Conflicts*, co-authored with Barbara Gray and Michael Elliott. International Association of Conflict Management, 2004.

Elected **Fellow, Academy of Management**, Class of 2003.

Selected as Distinguished Keynote, Australian Society of Industrial/Organizational Psychology, 2003 Annual Meeting, Melbourne, AU.

Who's Who in Business and Finance, 2007

Who's Who in the World, 2004, 5, 6, 7

Who's Who in America, 2004, 5, 6, 7

Who's Who in Business and Finance, 2005, 6, 7

Inaugural Editor, Academy of Management Learning and Education, 2000-2004.

Pacesetter's Distinguished Service Award, Max M. Fisher College of Business, The Ohio State University, April 2001.

Outstanding Professor Award, Doctoral Student Association, Department of Management and Human Resources, Max M. Fisher College of Business, The Ohio State University, December 2000.

President, International Association of Conflict Management, 1999-2000. (President-elect, 1998-1999; Program Chair, 1997-1998)

Pacesetter's Graduate Teaching Award, Max M. Fisher College of Business, The Ohio State University, April 1998.

"Best Theoretical Paper Award", Lewicki, R.J. & Stevenson, M. "Trust Development in Negotiation: Proposed Actions and a Research Agenda." International Association of Conflict Management Annual Meetings, Bonn, Germany, 1997.

"Outstanding Elective Teacher Award", Recognized by the MBA Graduating Class of 1997, Fisher College of Business, The Ohio State University.

"Best Paper Award", Robinson, R. J., Lewicki, R. J., & Donahue, E. M. "Extending and Testing a Five Factor Model of Ethical and Unethical Bargaining Tactics: The SINS scale. Australian Industrial and Organizational Psychology Conference, Melbourne, June 27-29. 1996

Distinguished Connelly Scholar Visiting Professor Award, Georgetown University, 1996.

"Outstanding Elective Teacher Award", Recognized by the MBA Graduating Class of 1996, Fisher College of Business, The Ohio State University.

"Outstanding Teacher Award", Recognized by Sphinx/Mortar Board, Undergraduate Honorary Society, The Ohio State University, December 1995.

Dean's Summer Research Fellowship, Fisher College of Business, 1995.

Best Book Award, Organizational Justice, co-authored with Blair Sheppard and

John Minton. International Association of Conflict Management, 1994.

College of Business nominee, Alumni Distinguished Teaching Award, The Ohio State University, 1994.

Best Paper Award for 1992, "Models of Conflict, Negotiation and Conflict Intervention: A Review and Synthesis" (with S. Weiss and D. Lewin), awarded by the Journal of Organizational Behavior.

Best Article Award: "Lies and Dirty Tricks: Perceptions of Marginally Ethical Negotiation Tactics" (with G. Spencer), International Association of Conflict Management Annual Meetings, June 1990.

The David L. Bradford Outstanding Educator Award, Organizational Behavior Teaching Society, 1988 (second recipient), for contributions to pedagogy in negotiation and dispute resolution.

Founding member and first chairperson, Conflict Management Interest Group (now Division), Academy of Management 1987.

Teaching Interests/Competencies:

Managerial Negotiation and Conflict Management
Using Power and Influence in Organizations
Executive Leadership, Ethics, Character, Integrity
Managerial Psychology and Organizational Behavior—MBA and Executive MBA
Interpersonal Behavior/Small Group Processes

General Research Interests:

Interpersonal trust, trust development, trust repair, trust in conflict and negotiation
Framing dynamics, particularly in environmental disputes and dispute resolution
Ethical Conduct in Organizations, particularly negotiator ethics, and ways that
organizational factors, climate and culture affect honest and dishonest behavior.
Bargaining, Negotiation and Conflict Management
Fairness and Organizational Justice Systems
Character and Executive Leadership

Editorial and Professional Boards:

Current:

Editorial Board, **International Journal of Organizational Analysis**, 2007-
Editorial Board, **Journal of Applied Behavioral Science**, 2015-
Editorial Board, **Journal of Trust Research**, 2010-
Editorial Board, **Journal of Management**, 2008-
Editorial Board, **Negotiation and Conflict Management Research**, 2006-

Editorial Board, **Academy of Management Learning and Education** 2004-
International Advisory Board, **International Association of Conflict Management**,
2004-

International Advisory Board, **The Negotiation Journal**, 1986-
Editorial Board, **Journal of Management Education**, 1983-

Representative of the Advisory Board to the Board of Directors, Task Force on
IACM Governance, **International Association of Conflict Management**, 2017.

Invited Member, Advisory Board, **International Association of Conflict
Management**, 2010-.

Invited Member, Advisory Board, Center for the Study of Dispute Resolution,
University of Missouri 'Stone Soup' Case Database on Negotiation Cases.
J. Lande, Chair.

Past:

Editorial Board, **International Journal of Organizational Analysis**, 2007-
Board of Directors, **Organizational Behavior Teaching Society** (elected), 2008-2011.
Editorial Board, **Organizational Behavior and Human Decision Processes**, 2007-
2010

Panel Member, Decision, Risk and Management Science Grant Panel, **National
Science Foundation**, 2005-2007

Interim Associate Editor, **Journal of Management Education**, 2005-7.

Trust Track Co-Chair, **European Institute for Applied Studies in Management**, 2007
Trust Track Co-chair, **European Group and Organizational Studies Conference**,
Berlin, 2005.

Editor-in-Chief and Founding Editor, **Academy of Management Learning and
Education Journal**, 2000-2004.

Board of Governors, **Academy of Management** 2004.

Journals Committee, **Academy of Management**, 2001-2004.

President (1999-2000) President Elect (1998-1999), Program Co-chair (1997-1998),
Member of the Board of Directors (1996-2001), **International Association for
Conflict Management**.

Associate Editor, **Academy of Management Executive**, 1992-96

Associate Editor, **The Negotiation Journal**, 2001-2003.

Research Advisory Board, **American Arbitration Association**, 1999-2003.

Editorial Advisory Board, **Jossey-Bass Series on Conflict Resolution**, Jossey-
Bass Publishing Co., San Francisco, CA. 1988-94.

Editorial Board, **International Journal of Human Resource Management**. 2000-
2003.

Editorial Board, **Academy of Management Review**, 1997-2002

Editorial Board, **International Journal of Conflict Management**, 1989-92.

Editorial Board, **Organizational Behavior and Human Decision Processes**, 1997-2001

Editorial Board, **Academy of Management Executive**, 1987-1988.

Editorial Board, **Journal of Experiential Learning and Simulation**, 1978-1981

Academic Council, **Institute of Certified Travel Agents**, Boston, MA, 1986-1991.
External Advisory Board, **School of Natural Resources**, The Ohio State
University, 1986-1987.

Graduate Management Admissions Council, Research Committee, 1985-1987

Periodic reviewer of proposals and articles:

National Science Foundation, Canadian Research Council, European Research
Council, Israeli Research Council

Annual Meetings of the Academy of Management, International Association
of Conflict Management, Organizational Behavior Teaching Society, Institute for
Decision Sciences, American Psychological Association, European Group and
Organizational Studies.

Academy of Management Journal, Academy of Management Review, Academy of
Management Executive, Academy of Management Learning and Education,
Administrative Science Quarterly, Organizational Behavior and Human Decision
Processes, Management and Organization Review, Organization Science, International
Journal of Conflict Management, Journal of Applied Social Psychology, Journal of
Management, Journal of Management Education, Journal of Organizational Behavior,
Journal of Personality and Social Psychology, Management Science, Journal of Social
Issues, Negotiation Journal, Journal of Business Ethics, International Studies Quarterly,
Personnel Psychology, National Institute for Dispute Resolution.

Richard D. Irwin, John Wiley, Scott Foresman, Stanford University Press, West
Publishers

External Funding and Grants:

Small Grant, Fisher College of Business, 2007.

Investigator, Hewlett Foundation Grant, Dispute Framing Dynamics. 2005-6. \$35,000 to
Pennsylvania State University as Primary Contractor. OSU Subcontract.

Small Grant, Intractable Knowledge Conflict Project, Conflict Resolution Consortium,
University of Colorado at Boulder, 2003.

Investigator, Hewlett Foundation Grant, The Framing of Environmental Disputes. Funds
awarded to a seven university consortium. \$300,000, 1998-2000. \$280,000, 2001-
2003.

Arthur Fund, Fisher College of Business, Trust and distrust in professional
relationships. \$10,000.

Consultant, National Science Foundation grant on the Framing of Environmental
Disputes, 2001-2003, \$97,000.

Co-Principal Investigator, Hewlett Foundation Grant to the Ohio State University for dispute resolution activities, 1992-1994; 1994-97; \$200,000 each biennium.

Co-Principal Investigator, Interdisciplinary Research Grant, Office of Research, The Ohio State University. To investigate the dynamics of dispute framing and reframing in the resolution of land use and water quality natural resources disputes, 1993-94. \$38,000 for 18 months.

Community Service:

Invited Judge, ABA Regional Negotiation Competition, Moritz College of Law, Ohio State University, 2016

Co-Academic Director, BRIGHT New Leaders for Ohio Schools, EMBA Program. 2015-

Board of Directors, **Spillman** Company, 2011-

Consultant, **American University of Kuwait** College of Business and Economics relationship with Dartmouth College, 2010-

Central Ohio Leadership Academy, Board of Directors. Program to provide rising high school seniors with a leadership development experience. Faculty member, design and delivery team. Underwritten by the Easton Community Foundation, New Albany Foundation, Columbus Foundation and Chase Bank. 2011, 2012, 2013, 2014, 2015.

Academic Director, Executive Principal's Leadership Academy, Fisher College of Business. Designed and managed a turnaround management program for 300 principals of low-performing public schools in Ohio. 2010-2013, funded by Federal Race to the Top and Ohio Department of Education.

Columbus Council for Ethics in Economics, Board of Trustees, 1997-2007

Senior Counselor, 2007

Chair, Board of Trustees, 2004-2006

Vice Chair, Board of Trustees, 2001-2003

Chair, Program Development Committee, 1998-

Alumni Council, Dartmouth College (elected to 1 of 100 positions among 28,000 alumni) 2009-2011

Participation Chair, Capital Gift Campaign, Dartmouth College Class of 1964, 2003-2008. Achieved 65% class participation in 40th Reunion Year campaign, \$3.4 million raised for the College.

Broad Street Presbyterian Church, Columbus, Ohio
Ordained member of Session 1999-2002. 2014-

Chair, Long Range Planning Committee, 2000-2002.
Chair, Personnel Committee, 2014-

Faculty Advisor, Phi Kappa Psi Fraternity, 1998-2010.

Leadership Board, Leadership and Challenge Center, Godman Guild, Columbus, Ohio. 1997-8

First Chairperson, Professional Interest Group on Power, Negotiation and Dispute Resolution, Academy of Management, 1986-7. Led organizing effort during 1985-6 to have this group recognized as a formal Interest Group by the Academy. Steering Committee Member, 1987-88, 1988-89, 1989-90. Co-coordinated effort to achieve Divisional status, 1989-1991.

Columbus Council for Ethics in Economics. Chairman of the Case Teaching team, 1996 International Conference on Business Ethics in Global Environment. Steering Committee, Honesty Project, 1992-1994. Chairman, Honesty Project, 1989-1991. Member, Steering Committee and Chairman of the Case Teaching team, 1992 International Conference on Business Ethics in a Global Environment. Member of the Consultation Team. Have taught ethics cases and given many presentations on behalf of the Council, 1987-1996.

Co-chair (with M. Bazerman, R. Bies and B. Sheppard) of the leading invited research conference on negotiation and dispute resolution. Boston University, 1982; Duke University, 1985; Ohio State University, 1987; Northwestern University, 1989; Duke University, 1991; Georgetown University, 1993, Duke University, 1996, Duke University, 1998, 2000.

External Consultant, McGill Negotiation Simulator, 1992-94.

Chairperson, Panelist, Workshop Leader and Discussant at sessions of the Organizational Behavior Teaching Conference. 1975-1994.

Full Time Administrative Responsibilities at Ohio State University (1984-92):

Academic Director of Executive Education. (1991-1992) Responsible for the general oversight and program development within the College's Executive Education Division.

Associate Dean for Graduate Business Programs and Continuing Education (1984-91). Responsibilities included:

1. MBA Programs. Supervised three professional staff and clerical staff. Admissions, Student Affairs, Academic Oversight, and MBA Placement functions. Three MBA Programs, Master of Arts Program, 450 students in residence.
2. PhD Program in Business Administration. Supervised one professional staff and clerical staff. Admissions and student affairs. 100 students in

residence.

3. Executive and Continuing Education. Supervised six professional staff and clerical staff, repertoire of continuing education programs. \$1.5 million annual budget.
4. Faculty Research Committee
5. Dean's Executive Committee

Member of Dean's Council, four standing faculty committees, several University Committees.

Chaired Strategic Planning Committee, 1988-89. Drafted Strategic Plan, Faculty Poll on

College Priorities.

Drafted Capital Campaign Plan.

Major contribution to AACSB Accreditation reports.

Major contribution to Program Review by The Ohio State University.

Major contribution to facilities redesign plans for College buildings.

Search Committees for Associate Dean for Undergraduate Studies, Assistant Dean for External Affairs, Director of Executive Education

Authorship and oversight of numerous College and faculty grant proposals; ex-officio member of College Research Committee.

Selected Review of National, University and Fisher College Activities and Accomplishments (NOT in full time administrative role):

Ohio State University and National Activities:

Chair, Most Influential Paper Committee, Conflict Management Division, Academy of Management, 2012.

Member and Chair, Awards Committee, Organizational Behavior Teaching Conference, 2007, 2009, 2010

Governing Board, Organizational Behavior Teaching Society, 2007-2011.

Chair, Awards Committee, Academy of Management, 2006.

Editor Search Committee, Journal of Management Education, 2006.

Editor Search Committee, Journal of Organization and Management, 2006.

Journals Task Force Committee (Chair), International Association of Conflict Management, 2005.

Mission Task Force Chair, Academy of Management Learning and Education, 2005.

AOM Web Task Force, 2000-2001.

Award Committee for Academic Enrichment Grants, 1997, 1998.

University Research Committee, 1996-98.

Chairman, Selection Committee, AACSB-NDFP National Doctoral Fellowship Program, 1989-90.

Invited Plenary Speaker on Executive MBA Programs, AACSB Conference, 1989.

Instructor, GMAC Colloquium for Admissions and Student Affairs Officers, 1988, 1989, 1990, 1994.

Research Committee, Graduate Management Admissions Council, 1985-1987.

Declined offer of chairmanship.
Oversight Committee, AACSB-GMAC National Doctoral Fellowship Program, 1989.
Invited External Advisory Committee, School of Natural Resources, The Ohio State University, 1987-89.
University Committee on Writing Effectiveness, The Ohio State University, 1988-89.
Distinguished Scholar Selection Committee, Ohio State University, 1989-90
University Research Committee, The Ohio State University, 1995-97; Chair, Subcommittee on Information and Communications.

Fisher College of Business (since 1992):

Co-Director, Leadership Initiative, Department of Management and Human Resources and Fisher College of Business.
Search Committee co-chair, Alutto Chaired Professorship.
College Personnel Committee (Promotion and Tenure).
Elected Member, 1998-2000, 2000-2002. 2004- 2006, 2007—2011. Chair, 1998-1999, 2008-2011.
Semester Conversion Committee: College, Department, MBA and Executive MBA
Chair, Faculty Executive Education Committee, 1999-2002
Chair, Teaching Forum, 2000-
Member, MBA Policy Committee, 2000-2004, 2007-2010.
Academic Director, Executive MBA Program, 1998-99
Chair, Executive MBA Program Planning Task Force, 1998
Chair, United Way Campaign, Fisher College of Business (1997-98, 1998-99)
Lead departmental initiatives for improving the teaching of organizational behavior in the
MBA Program
Lead departmental initiatives for improving Departmental relations with the business
Community through executive education programs and offerings.
Numerous faculty hiring and Promotion and Tenure committees.

Recent Research Seminars Presented:

Organizer, Host and Moderator, Research on Negotiation in Organizations Conference, 1982, 1985, 1987, 1990, 1993, 1996, 1998, 2000.

Research Seminars: Southern Methodist University; Singapore Management University; National University of Singapore; Olin School of Business, Washington University at St. Louis; Sloan School of Management, Massachusetts Institute of Technology; School of Organization and Management, Yale University; Bush School of Public Affairs, Texas A&M University; School of Business and Public Management, George Washington University; Department of Urban and Regional Planning, University of Wisconsin; Harvard Program on Negotiation; Harvard Law School Interdisciplinary Seminar on Dispute Resolution; Kellogg Graduate School of Management, Northwestern University; Department of Psychology, Teachers College, Columbia University; Graduate School of Business, Georgetown University; School for Advanced International Studies, Johns

Hopkins University; Graduate School of Business, Boston University; Department of Administrative Studies, York University; Institute for Labor Relations, Queens University; Graduate School of Business, Rutgers: The State University of New Jersey; Graduate School of Business, Boston University; Center for Urban, Labor and Management Affairs, Wayne State University; Conflict Management Center, Pennsylvania State University; Graduate School of Business, Babson College; Darden Graduate School of Management, University of Virginia; School of Management, Univ. of Miami.

Recent Executive Development and Consultation Activities:

Applied Workshops in Conflict Management and Negotiation Skills:

Arby's; Alliance Data Corporation; Scott's Miracle Grow; Tosoh USA; Limited Express; National Church Residences Corporation; Crane Plastics; Nationwide; CornaKokosing; Marzetti Corp.; DTE Corp.; NetJets; Abercrombie & Fitch; Aeropostale; Sterling Commerce; Schlumberger; Wells Fargo Financial Services; Ten Resource; Givaudan; Limited Stores; Ohio State University Medical Center; Nationwide Insurance; Ashland Chemical; BMW Financial Services; Siemens Corporation, E-College.com, ING Barings Bank (San Paolo), Emery Worldwide, General Electric, Glaxo Wellcome, Institute for Management Studies, Young Presidents Organization, Eli Lilly Corporation, Borden Corporation, Marathon Oil, Sarcom, Bank Administration Institute, Wachovia Bank, Crowe Chizek, Hobart Corporation, Red Roof Inns, Ross Laboratories (Medical Nutritional Sales, Purchasing, Managed Care, Reynolds + Reynolds, Council on Foundations, Price Waterhouse, Eastman Kodak Company, Federal Home Loan Bank, IBM Corporation, Control Data Corporation, Holiday Inns, Institute of Certified Travel Agents, Police Executive Research Forum, Gulf Oil Corporation, Diamond Shamrock Corporation, First Union National Bank, National Training Laboratories, Honeywell Corporation, Richard D. Irwin, D.C. Heath, numerous public sector agencies, professional organizations and university-based executive education programs.

General Management Development Programs:

Rolls Royce; Builders Exchange; Huntington Banks; Nestle; Limited Stores; Richard M. Ross Heart Hospital and the Ohio State University Medical Center; Nationwide Inc.; Crane Plastics; Siemens Corporation, Online Computer Library Center; Limited Corporation, Cardinal Health, Ohio State University Medical Center, National Wholesale Distributors Association, Wachovia Bank, Johnson & Johnson, Ernst + Young, American Electric Power, Bell South, Maxus Energy Corp., Eli Lilly, Reynolds + Reynolds, FISON Scientific Equipment, Westinghouse Corporation, Frito Lay Corporation, Battelle Memorial Institute, Ohio State University College of Business, Ohio State University School of Public Administration, Duke University Executive Programs, Holiday Inns, Crown Life of Canada, Canadian National Railways, IBM Corporation, Graduate School of Credit and Financial Management, National Association of Credit Management, Council for the Advancement and Support of Education, and Outward Bound, Inc.

Consultant to Settlement Week, effort by the Columbus Bar Association to use

alternative dispute resolution techniques to clear calendar of the Columbus Court of Common Pleas.

Publications

Books

- Hornstein, H.A., B. Bunker, W. Burke, M. Gindes and R.J. Lewicki. Social Intervention: A Behavioral Science Approach. New York: Press, 1971.
- Hall, D.T., D.D. Bowen, R.J. Lewicki and F. Hall. Experiences in Management and Organizational Behavior. Chicago: St. Clair Press, 1975. Second Edition, John Wiley & Sons, 1982.
- Bazerman, M. and R.J. Lewicki (Eds.) Negotiating In Organizations. Beverly Hills: Sage Publications, 1983.
- Lewicki, R.J. and J. Litterer. Negotiation. Homewood, IL: Richard D. Irwin, 1985.
- Lewicki, R.J. and J. Litterer (Eds.) Negotiation: Readings, Exercises, and Cases. Homewood, IL: Richard D. Irwin, 1985.
- Brett, J., L. Greenhalgh, D. Kolb, R.J. Lewicki and B.H. Sheppard. The Manager as Negotiator and Dispute Resolver. Washington, D.C.: National Institute for Dispute Resolution, 1985.
- Lewicki, R.J., B.H. Sheppard, and M. Bazerman (Eds.) Research on Negotiation in Organizations. Vol. 1. Stanford, CT: JAI Publishing Co. 1986.
- Lewicki, R.J., D.D. Bowen, D.T. Hall and F. Hall. Experiences in Management and Organizational Behavior. New York: John Wiley. Third Edition, 1988.
- Sheppard, B.H., M.A. Bazerman and R.J. Lewicki. (Eds.) Research on Negotiation in Organizations. Vol. 2. Stanford, CT: JAI Publishing, 1990.
- Bazerman, M., R.J. Lewicki and B.H. Sheppard. (Eds.) Research on Negotiation in Organizations. Vol. 3. Stanford, CT: JAI Publishing, 1991.
- Sheppard, B.H., R.J. Lewicki and J. Minton. Organizational Justice: The Search for Fairness in the Workplace. Lexington, MA: Lexington Books, 1992
- Lewicki, R.J., J. Litterer, D. Saunders and J. Minton. Negotiation: Readings, Exercises and Cases. Second Edition. Richard D. Irwin, 1993.
- Lewicki, R.J., B.H. Sheppard, and R. Bies. Research on Negotiation in Organizations. Vol. 4. Greenwich, CT: JAI Publishing, 1994.
- Lewicki, R.J. , J. Litterer, J. Minton and D. Saunders. Negotiation. Second Edition. Richard D. Irwin, 1994.

- Bies, R. H., Lewicki, R.J. and Sheppard, B.H. Research on Negotiation in Organizations. Vol. 5. Greenwich, CT: JAI Publishing, 1995.
- Lewicki, R. J., Hiam, A. and Olander, K. Think Before You Speak: A Complete Guide to Strategic Negotiations. New York: John Wiley, 1996.
- Bowen, D.D., R.J. Lewicki, D.T. Hall and F. Hall. Experiences in Management and Organizational Behavior. New York: John Wiley. Fourth Edition, 1996. Translated into Russian, 1999.
- Lewicki, R.J., Minton, J. and Saunders, D. Essentials of Negotiation. Burr Ridge: Richard D. Irwin, 1996. Translated into Japanese, 1998. Translated into Estonian, 1999.
- Lewicki, R.J., Bies, R.H. and Sheppard, B.H. Research on Negotiation in Organizations. Vol. 6. Greenwich, CT: JAI Publishing, 1997.
- Lewicki, R.J. and Hiam, A. The Fast Forward MBA in Negotiation and Dealmaking. New York: John Wiley & Sons, 1999.
- Lewicki, R.J., D. Saunders and J. Minton. Negotiation: Readings, Exercises and Cases. Third Edition. McGraw Hill/Irwin, 1999.
- Lewicki, R.J., J. Minton & D. Saunders. Negotiation. Third Edition. McGraw Hill/Irwin, 1999. Subsequent translation into Chinese Long Form Taiwan-Malaysian
- Bies, R.H., Lewicki, R.J. & Sheppard, B.H. Research on Negotiation in Organizations. Vol. 7. Greenwich, CT: JAI Publishing, 1999.
- Lewicki, R.J., J. Minton & D. Saunders. Essentials of Negotiation. Second Edition. McGraw Hill/Irwin, 2000. Subsequent translation into Portuguese, Greek, and Chinese Short-Form Singapore.
- Lewicki, R.J., B. Gray and M. Elliott. (Eds.) Making Sense of Intractable Environmental Conflicts: Concepts and Cases. Island Press, 2003.
- Lewicki, R.J., D. Saunders, B. Barry and J. Minton. Negotiation: Readings, Exercises and Cases. Fourth Edition. McGraw Hill/Irwin, 2002. Also senior editor of Instructor's Manual for this edition.
- Lewicki, R.J., B. Barry, D. Saunders and J. Minton. Negotiation Fourth Edition. McGraw Hill/Irwin, 2003. Also senior editor of Test Bank/Teaching Resource Manual for this edition. Translated into Chinese Short Form Singapore, 2004.
- Lewicki, R.J., D. Saunders, B. Barry and J. Minton. Essentials of Negotiation. Third

- Edition. McGraw Hill, 2004.
Also senior editor of Test Bank/Teaching Resource Manual for this edition.
- Lewicki, R.J., D. B. Barry and D. Saunders. Negotiation. Fifth Edition. McGraw Hill, 2005.
Also senior editor of Test Bank/Teaching Resource Manual.
- Lewicki, R.J., D. Saunders and B. Barry. Negotiation: Readings, Exercises and Cases. Fifth Edition. McGraw Hill/Irwin, 2006.
Also senior editor of Instructor's Manual for this edition.
Translated into Spanish, 2007.
- Lewicki, R.J., D. Saunders and B. Barry. Essentials of Negotiation. Fourth Edition. McGraw Hill, 2006.
Also senior editor of Test Bank/Teaching Resource Manual for this edition.
- Lewicki, R.J. and Hiam, A. Mastering Business Negotiation. Wiley/JosseyBass, 2006.
Translated into Estonian, (2007).
- Lewicki, R.J. Barry, B. and Saunders, D. Negotiation. Sixth Edition. McGraw Hill, (2010).
Also senior editor of Test Bank/Teaching Resource Website for this edition.
- Lewicki, R.J. Saunders, D. and Barry, B. Negotiation: Readings, Exercises, Cases. Sixth Edition. McGraw Hill, (2010).
Also senior editor of Test Bank/Teaching Resource Website for this edition.
- Lewicki, R.J. Saunders, D. and Barry, B. Essentials of Negotiation. Fifth Edition. McGraw Hill, (2010).
Also senior editor of Test Bank/Teaching Resource Website for this edition.
- M. N. K. Saunders, D. Skinner, G. Dietz, N. Gillespie and R.J. Lewicki. (Eds.) (2010) Organizational Trust: A Cultural Perspective. Cambridge: Cambridge University Press.
- Lewicki, R.J. Saunders, D. & Barry, B. Negotiation. Seventh Edition. McGraw Hill, (2014).
Also senior editor of Test Bank/Teaching Resource Website for this edition.
- Lewicki, R.J. Barry, B. & Saunders, D. Negotiation: Readings, Exercises, Cases. Seventh Edition. McGraw Hill, (2015)
Also senior editor of Test Bank/Teaching Resource Website for this edition.
- Lewicki, R.J. Barry, B. & Saunders, D. Essentials of Negotiation. Sixth Edition. McGraw Hill, (2015).
Also senior editor of Test Bank/Teaching Resource Website for this edition.

Book Chapters

- Lewicki, R.J. and A.L. Furbay. Intervention strategies. Published in Program I: Specialist in Continuing Education. Cooperative Educational Research Laboratory, Inc., Northfield, Illinois, 1969.
- Lewicki, R.J. Violence as a strategy for social intervention. In Social Intervention: A Behavioral Science Approach by H.A. Hornstein, B. Bunker, W. Burke, M. Gindes and R.J. Lewicki. New York: Free Press, 1971.
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Invited Presentations

Lewicki, R.J. Tales of the Master Negotiator: Learning to Truly Integrate Theory into Practice. Distinguished Invited Lecture, Lawrence Lecture on Dispute Resolution, Ohio State University College of Law, September, 2015.

Lewicki, R.J. Trust and Distrust in Organizations. World Bank Internal Justice Week, Washington, D.C. November 9, 2015.

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- Lewicki, R.J. Organized and chaired a symposium, "Conflict in Organizations: Past, Present and Future," Centennial Division, Academy of Management, 1986.
- Reinheimer, R.E., J.E. Roth, B.H. Sheppard, R.J. Lewicki, and J. Minton, Due Process as a Corporate Function. Presented at a symposium, "Organization Due Process Systems," Academy of Management, 1986.
- Lewicki, R.J., B.H. Sheppard, and J. Minton. Organized a symposium, "What if Business Schools Took Executive Education Seriously?" Proceedings, Midwest Academy of Management, 1987.
- Lewicki, R.J. Trends and Needs in Power, Negotiation and Dispute Resolution Pedagogy. Contribution to a symposium, "Taking Stock: Retrospective and Future Directions in Education and Research on Power, Conflict and Negotiations," Academy of Management, 1988.
- Lewicki, R.J. Co-chair of a symposium (with Deborah A. Kolb), "The Cultural Contexts of Organizational Conflict," Academy of Management, 1988.
- Lewicki, R.J. The Public Face of Justice: Ineffective Management of an Organizational Justice Problem. Contribution to a symposium, "Communicating Fairness in Organizations," Academy of Management, 1988.
- Lewicki, R.J. How Negotiators Make Ethical Decisions. Contribution to a symposium, "Negotiator Ethics," Academy of Management, 1988.
- Lewicki, R.J. Discussant to a symposium, "Walton and McKersie: Twenty Five Years of the Behavioral Theory," Academy of Management, 1990.
- Lewicki, R.J. Discussant to a symposium, "Theory and Practice in Organizational Conflict: A Two Way Conversation," Academy of Management, 1990.
- Lewicki, R. and G. Spencer. "Lies and dirty tricks." Paper presented at

International Association of Conflict Management, Vancouver, Canada, June, 1990. Won Best Paper Award.

Lewicki, R.J., and G. Spencer. "Ethical relativism and negotiating tactics: Factors affecting their perceived ethicality." Paper presented at the Academy of Management, Miami, August 1991.

Sheppard, B.H., R.J. Lewicki, and J. Minton. "Overview of Organizational Justice. Preconference workshop of the Conflict Management Division, Academy of Management annual meetings, Miami, August 1991.

Lewicki, R.J. Teaching Ethics in Courses on Negotiation and Conflict Resolution. Invited presentation, Preconference workshop, Conflict Management Division, Academy of Management, Las Vegas, August 1992

Lewicki, R.J. Discussant at a Symposium, "New Ways of Thinking about Conflict: Models and Methods", Conflict Management Division, Academy of Management, Las Vegas, August 1992.

Lewicki, R.J. Ethical Dilemmas in Negotiating and Getting People to "Yes". Invited participation in a workshop, Conflict Management Division, Academy of Management, Atlanta, August 1993.

Lewicki, R.J. Teaching Ethics in Courses on Negotiation and Conflict Resolution. Invited presentation, Preconference workshop, Conflict Management Division, Academy of Management, Las Vegas, August 1992

Shapiro, D., Lewicki, R.J. and Devine, P. "When do employees choose deceptive tactics to stop unwanted organizational change: A negotiation theory perspective." Paper presented at the 1993 Research on Negotiation in Organizations conference, Georgetown University.

Lewicki, R.J. "Teaching Negotiation and Dispute Resolution in Colleges of Business: The State of the Practice." Paper presented at a tribute conference to Robert Coulson, March, 1994.

Bunker, B.B. and Lewicki, R.J. "Trust in relationships: A model of trust development and decline." Paper presented at an invited conference on trust, Stanford University, May, 1994.

Lewicki, R.J. and Stark, N. "Ethical and unethical tactics in negotiation: A factor analysis and proposed typology." Paper presented at a conference, Behavioral Research and Business Ethics, Northwestern University, July, 1994.

Lewicki, R.J. "Reviewing articles and responding to reviewers." Participant in Doctoral/Junior Faculty Consortium, Entrepreneurship Division, Academy of Management, 1994.

- Lewicki, R.J. Discussant at a Symposium, "New Ways to Think About Work Groups", Organizational Behavior Division, Academy of Management, 1994.
- Lewicki, R.J. and Robinson, R. "A Factor Analytic Study of Ethical and Unethical Bargaining Tactics." Paper presented to the International Association of Conflict Management, Helsingor, Denmark, June 1995.
- Lewicki, R.J. and Robinson, R. "A Factor Analytic Study of Ethical and Unethical Bargaining Tactics." Paper presented to the Society for Business Ethics, Vancouver, B.C., Canada, August 1995.
- Lewicki, R.J. Discussant, Paper Session, "Crisis in Organizations: Coping with Threats, Hostility and Schisms", Academy of Management Annual Meetings, Vancouver, B.C. August, 1995.
- Lewicki, R.J. Invited summary discussant for a conference, "Gender Issues in Negotiation and Conflict Resolution", Harvard Law School, October 12-13, 1995.
- Lewicki, R.J. Eastern Division, American Philosophical Association. Invited participant to a symposium, "Perspectives on Negotiator Ethics", December 28-9, 1995.
- Lewicki, R.J. "Dishonesty as Deviance: A Typology Of Workplace Dishonesty And Key Contributing Factors." Paper presented to the 1996 Research on Negotiation in Organizations Conference, Duke University.
- Robinson, R., Lewicki, R. and Donahue, E. "Extending and Testing a Five Factor Model of Ethical and Unethical Bargaining Tactics: The SINS scale." Paper presented at the International Association of Conflict Management, Cornell University, 1996.
- Lewicki, R.J. "The Framing of Environmental Disputes" Contribution to a Symposium, Conflict Framing in Environmental Contexts, International Association of Conflict Management, Cornell University, 1996.
- Lewicki, R.J. and Bunker, B. B. "Understanding trust: A Developmental Model and Implications for Organizational Change." Presentation to a symposium, "Building Trust in Organizations: Foundations for Improving Theory and Practice," organized by Roy J. Lewicki and Roger Mayer, 1996 Academy of Management. Designated a "Joint Symposia" by the Academy.
- Lewicki, R. J and Minton, J. "The Functionality of Deviance for Organizations: Dishonesty as a Signaling Device." Presentation to a symposium, "The Functionality of Dysfunctional Behavior: What Can We Learn From Workplace Deviance." 1996 Academy of Management. Designated a "Showcase Symposium" by the Academy.

- Lewicki, R. "Negotiator ethics: an oxymoron?" Distinguished speaker series, Nitze School for Advanced International Studies, Johns Hopkins University, Washington D.C., September 1996.
- Lewicki, R.J. "Teaching Negotiation in Schools of Business: Trends and Future Prospects". Paper presented at a tribute conference to Jeffrey Rubin, Harvard University Program on Negotiation, October 1996.
- Lewicki, R.J. & Stevenson, M. Trust Development in Negotiation: Proposed actions and a research agenda. Paper presented to an invited conference on trust development, Loyola University, February 1997.
- Lewicki, R.J. "Trust and distrust of the nation's critical infrastructure." Comments presented to the President's Commission on Critical Infrastructure, Georgetown University, Washington, D.C., May 1997.
- Robinson, R. J., Lewicki, R. J., & Donahue, E. M. (1997). A five factor model of unethical bargaining tactics: The SINS Scale. *Australian Industrial and Organizational Psychology Proceedings*, 131-137. Melbourne.
- Lewicki, R.J. & Stevenson, M. 1997. Trust development in negotiation: Proposed actions and a research agenda. Paper presented to The International Association of Conflict Management Annual Meetings, Bonn, Germany. (Won the Best Theoretical Paper Award).
- Lewicki, R.J., Bunker, B.B. & Stevenson, M. 1997. The three components of interpersonal trust: Instrument development and differences across relationships. Paper presented to 1997. The International Association of Conflict Management Annual Meetings, Bonn, Germany.
- Lewicki, R.J., Bunker, B.B. & Stevenson, M. 1997. The three components of interpersonal trust: Instrument development and differences across relationships. Paper presented to the Conflict Management Division, Academy of Management, Boston, MA.
- Lewicki, R.J. 1998. Characteristics of intractable disputes. Presentation to the Hewlett Conference on Intractable Disputes, Menlo Park, CA.
- Lewicki, R. J. & McAllister, D. 1998. Trust and distrust. Symposium presented to the International Association of Conflict Management Annual Meetings, College Park, MD.
- Lewicki, R.J. and Mayer, Roger C. 1998. "Power, Influence and Getting Things Done: The Critical Role of Trust." Symposium organized for the Conflict Management Division, Academy of Management.
- Lewicki, R.J. 1998. Trust, influence and leadership. Paper presented to a symposium, "Power, Influence and Getting Things Done: The Critical Role of

Trust." Conflict Management Division, Academy of Management.

Lewicki, R.J. & McAllister, D. 1998 Trust and Distrust: A Critical Elaboration of our Views of Trust. Presentation to a Joint Symposium, "The Impact of Trust on Interpersonal Behaviors," Conflict Management and Organizational Behavior Divisions, Academy of Management.

Lewicki, R.J. & McAllister, D. 1998. Synergies of trust and distrust in teams. Presentation to a Joint Symposium, "Assessing the Impact of Trust: Divergent Approaches, Convergent Understandings." Management and Organizational Cognition and Conflict Management Divisions, Academy of Management.

Wiethoff, C., R J. Lewicki, & C. Davis, 1999. Framing the Politics of Water. Contribution to a Symposium, "The Framing of Intractable Environmental Disputes", International Association of Conflict Management Annual Meeting.

Lewicki, R.J. 1999. From Ardor to Malice; The Role of Affective Processes in Trust and Trust Violations. Showcase Symposium presented to the Organizational Behavior, Conflict Management and Social Issues in Management Division, Academy of Management. Role: Invited "Provocateur" (Discussant).

Lewicki, R.J. 1999 The Framing of Intractable Environmental Disputes. Showcase Symposium presented to the Conflict Management and Organizations and the Natural Environment Division, Academy of Management. Role: Chair and Session Organizer.

Wiethoff, C., R J. Lewicki, & C. Davis, 1999. Framing the Politics of Water. Contribution to a Symposium, "The Framing of Intractable Disputes", Academy of Management.

Lewicki, R.J. 1999. "Assessing the Effectiveness of Negotiation Instruction: A Conversation with Case and Text Authors." Contribution to a Symposium, Academy of Management Annual Meetings.

Wiethoff, C., Lewicki, R. and Davis, C. "Surveying Frames: The Use of Survey Instruments to Identify and Analyze Disputants Frame s in Intractable Conflict." Contribution to a Symposium, Methods for Assessing Frames in Environmental Disputes, S. Kaufman, Chair. International Association of Conflict Management, 2000.

Lewicki, R. J. Discussant at a Symposium, "Positive Power: Realistic Hope or Dangerous Delusion". D Tjosvold, Chair. International Association of Conflict Management, 2000.

Wiethoff, C. and Lewicki, R.J. "Portraits of Self and Others: How Competing

Frames of Identity, Characterization and Conflict Intensify Debate over the Regulation of Water in Ohio.” Contribution to a Symposium, “The Influence of Identity, Characterization and Conflict Management Frames on the Perpetuation of Environmental Conflicts. “ (Barbara Gray, Chair). Academy of Management, 2000. Designated a Showcase Symposium (sponsored by the Conflict Management and Social Issues Divisions).

Lewicki, R.J. Discussant. Contribution to a Symposium, “Ethics in Conflict and Negotiation. (Bruce Barry, Chair). Academy of Management, 2000. Designated as a Showcase Symposium (sponsored by the Conflict Management, Organizational Behavior and Social Issues in Management Divisions).

Tomlinson, E.C., B.R. Dineen & Lewicki, R.J., The Road to Reconciliation: The Antecedents of Victim Willingness to Reconcile Following a Broken Promise. Paper presented at the Midwest Academy of Management, Toledo, Ohio, 2001.

Tomlinson, E.C., B.R. Dineen & Lewicki, R.J., The Road to Reconciliation: The Antecedents of Victim Willingness to Reconcile Following a Broken Promise. Paper presented to the International Association of Conflict Management, Paris, France, 2001.

Tomlinson, E.C., B.R. Dineen & Lewicki, R.J., Reconciliation Following a Broken Promise: Antecedents for Victim Willingness to Reconcile an Identification-Based Trust Relationship. Paper presented to the Conflict Management Division, Academy of Management, Washington, D.C. 2001.

“Intractable Conflicts: The Next Conflict Resolution Frontier.” Symposium organized by Chris Honeyman. International Association of Conflict Management Meetings, Park City, Utah, June 2002. (Peer Reviewed)

Discussant to a Symposium, “Integrating Trust Perspectives: Foundations for a Revised Integrative Model of Organizational Trust”. Chaired by Dan McAllister and Kurt T. Dirks, Organizational Behavior Division, Academy of Management, Denver, Colorado. August 13, 2002. (Peer reviewed)

Tomlinson, E, Lewicki, R.J. & B. Dineen “Dealing with Damaged Trust: How to Repair Trust and Temper Distrust” (2002), Contribution to a Symposium, “Rebuilding Trust: Theory, Empirical Evidence and an Agenda for Future Research”, Chaired by Donald L. Ferrin, All-Academy Showcase Symposium, Academy of Management, Denver, Colorado. August 13, 2002. (Peer reviewed)

Discussant to a Symposium, “Rebuilding Trust: Theory, Empirical Evidence and an Agenda for Future Research” Chaired by Donald L. Ferrin, All-Academy Showcase Symposium, Academy of Management, Denver, Colorado. August 13, 2002. (Peer reviewed)

Tomlinson, E., B. R. Dineen and R. J. Lewicki, Trust and fit among negotiators as

a predictor of joint behavioral outcomes: A research proposal. Paper presented at the Midwest Academy of Management, April, 2002. (Peer reviewed)

Distinguished Invited Keynote: "What an I/O Psychologist Needs to Know about Conflict and Negotiation." Australian Society of Industrial/Organizational Psychology. June 26, 2003.

Workshop Presenter, "Managing Trust and Distrust in Professional Relationships", Australian Society of Industrial/Organizational Psychology, June 25-26, 2003. 2 workshops

Lewicki, Roy J. "Trust as a Substitute for Neutrality", contribution to a symposium, "Investigating Techniques of Mediator Settlement Strategies", chaired by Chris Honeyman. 16th Annual Conference of the International Association of Conflict Management, Melbourne, Australia, June 15-18, 2003

Lewicki, R. and Tomlinson, E. The effects of reputation and post violation communication on trust and distrust. Contribution to a symposium, Trust and Distrust at the Table, Chaired by Joann Keyton. 16th Annual Conference of the International Association of Conflict Management, Melbourne, Australia, June 15-18, 2003

Facilitator, Professional Develop Workshop on Building and Rebuilding Trust: State of the Science, Research Directions, Managerial Interventions. Workshop organized by Kurt Dirks and Don Ferrin, Preconference Program. Academy of Management, 2003, Seattle.

Also presenter, "Research on Trust Repair" Reviewed research, research methods issues and future research agenda.

Discussant. "Using HR to Study Teaching: Teaching Competencies for Business Schools" Human Resources Division Workshop, Academy of Management, Seattle, 25 participants.

Tomlinson, E. and Lewicki, R. Trust Therapy: The Effects of Apologies and Restitution in Rebuilding Trust. Contribution to a Joint Symposium, Denials, Deception, Apologies and Actions: The Mechanics of Restoring Trust. Academy of Management, August 5, 2003.

Framing Dynamics in Water Disputes. Research presentation to plenary session, Ohio Water Conference, June 2003.

"Advances...and Work Remaining to be Done... in the field of Conflict Management. Invited panelist, introductory session, 25th annual meeting of the International Association of Conflict Management, Pittsburgh, June 2004.

“Turning Points Facilitated by Reframing Conflict Through Trust”, contribution to a Symposium, Turning Points: Factors Promoting Reframing in Intractable Conflicts”, Chair Barbara Gray. 25th annual meeting of the International Association of Conflict Management, Pittsburgh, June 2004.

“What Is the Impact of Negotiator Reputation on Present Negotiations: Some research issues” Contribution to a symposium, : Reputation; What’s in a Name (Good or Bad)? 25th annual meeting of the International Association of Conflict Management, Pittsburgh, June 2004.

“A Practitioner Agenda: Themes in Trust and Intractable Disputes that are Ready for Practice”, Contribution to a Symposium, “Bridging the Gap Between Conflict Research and Organizational Intervention”, Barbara Bunker, Chair. 25th annual meeting of the International Association of Conflict Management, Pittsburgh, June 2004.

Participant and presenter, “Multi-Case Meta-Methodology Workshop: Stakeholder Conflicts of Strategic Importance”, Professional Development Workshop, Academy of Management, 2004.

Wiethoff, C. and Lewicki, R. “Trust and Distrust in Work Relationships”, paper presented at International Association of Conflict Management, Seville, Spain, June 2005.

Lewicki, R. Trust as a frame. Workshop on framing and intractable disputes, International Association of Conflict Management Meetings, Seville, June, 2005.

“Understanding Cynicism Through the Lens of Distrust” by Dan McAlister, Hwee-Hoon Tan, Gregory Bigley and Roy J. Lewicki. Contribution to a Showcase Symposium “ Toward an Understanding of Cynicism and Trust in Organizations”, Academy of Management, 2004.

Invited Panelist/Presenter, Multi Case Meta Theory Workshop: Stakeholder Conflicts and the Framing Process, (Saturday session), Academy of Management National Meetings, August 7, 2005, Honolulu, Hawaii

Invited Discussant, “When Context Matters in Trust”, Joint Symposium, Academy of Management National Meetings, August 9, 2005, Honolulu, Hawaii

Chair, Trust Paper Session, Conflict Management Division, Academy of Management National Meetings, August 7, 2005, Honolulu, Hawaii

Dewulf, A.; Barbara Gray, Linda Putnam. Noelle Aarts, Roy Lewicki René Bouwen and Cees Van Woerkum, Disentangling approaches to framing: mapping the terrain. Presentation to the Organizational Communication Division, International Communication Association.

Lewicki, R.J. "The Impact of Culture on Trust Repair: What we know and what we

don't!" Invited Keynote Address to a Symposium: Trust Across Cultures: Building, maintaining and repairing trust across cultures: theory and practice. Oxford University (England), January, 2006.

Lewicki, R.J. What do we Know About Trust and its Effects on Social Capital. April 2, 2006. Invited presentation at a Conference, Trust and Social Capital. Sponsored by the University of Notre Dame, April 2-3, 2006

Putnam, L., Brummans, B., Gray, B., Hanke, R., Lewicki, R. and Wiethoff, C. Interpretive Communities and Stakeholder' Framing of Intractable Environmental Conflicts. Paper presented at the International Association of Conflict Management Meetings, Montreal, June 2006.

Lewicki, R.J. 2006. The Wise Negotiator . Wisdom & Negotiation All Academy Symposium. Monday, August 14, 2006

McAllister, D., Lewicki, R. and Chaturvedi, S. Trust in Relationships: From Theory to Measurement. Paper presented in a session, Engendering Trust, 2006 Academy of Management, 2006.

Lewicki, R.J. Discussant to a Symposium, Behavioral Integrity: Perceived Word-Action Alignment as Focal Construct for Research, Academy of Management, 2006.

A Narrative of the Founding of Academy of Management Learning and Education. Roy J. Lewicki and James Bailey. Contribution to a symposium, Being and Becoming a Management Scholar, Chaired by Charles Wankel. (Best Symposium Award, MED Division. Academy of Management, 2007.

Chair and Discussant, Joint Symposium, 'Justice and Trust: Disentangling their Connection', sponsored by the Organizational Behavior and Conflict Management Divisions, Academy of Management Meetings, August 8, 2007.

Trust Track Chair, Workshop on Trust Within and Between Organizations, *European Institute for Advanced Studies in Management*, Amsterdam, Netherlands, October, 2007. Co-chair with Kurt Dirks (Washington University).

Doctoral Consortia member, Organizational Behavior Teaching Society, June 2007.

Lewicki, R.J. (Presenter), "Separating Trust and Distrust: Embracing the Theoretical and Methodological Challenges", to an All-Academy Symposium: *Opposites Day: How Can I Know What To Ask Until I See What They Say*, Adam Grant, Chair, August 11, 2008.

Discussant, Paper Session, Trust and Leadership. Victor Cui, Chair, Academy of Management, August 11, 2008.

Discussant, All Academy Symposium, *Hidden Conflicts in Organizations Revisited: How Scholars' Questions Evolve*. Deborah Kolb and Jean Bartunek, Chairs, August 12, 2008.

Presenter, "Ethics in Journal Editing", Academy of Management panel on Ethics in Publishing, August 9, 2008.

Participant in a Panel, The Craft of Writing a Book, Preconference workshop, Academy of Management, August 10, 2008.

Participant in a Panel, "Viewing Trust as a Frame" in a panel on Framing Dynamics in Conflict Management, International Association of Conflict Management, Chicago, IL June 2008.

Presenter, "The Current and Future State of the Scholarship of Teaching", Panelist, Organizational Behavior Teaching Conference, June 2008.

Organizational Behavior Teaching Society Annual Conference (2009)
(Charleston, SC):

Presenter to a Workshop: 35 Years of Teaching Negotiation: Insights and Lessons Learned

Presenter to a Workshop: A Course on Leadership, Values and Decision Making

Panel Discussion: Scholarship of Teaching in Management: Current and Future Issues

Panel Discussion: Academically Qualified vs. Professionally Qualified: What are the issues?

Lewicki, R.J. "What We Know (From Theory and Research) about Effectively Repairing Trust." Invited paper presented to a Conference: "Rebuilding Trust, Restoring Confidence: 21st Century Leadership Challenges", David Gergen, Chair. Center for Public Leadership, Harvard Kennedy School of Government, March, 2009.

Lewicki, R.J. Chair of a Symposium, Preparing Business School Doctoral Students for Teaching: An Examination of Current Practices, M.E.D. Division, Academy of Management National Meetings, 2009.

Lewicki, R.J. "Repairing Trust in Organizations". Invited presentation to an OSU campus-wide interdisciplinary faculty group on ethics. October, 2010. 30 faculty from across campus.

- Lewicki, R.J. "Status of Research in Trust and Trust Repair", Junior Faculty Consortium, Conflict Management Division, Academy of Management Meetings, 2010.
- Lewicki, R.J. The (Lack Of) Relationship between Calibrations of Teaching and Research. Presented to Symposium, Preparing Business School Doctoral Students for Teaching: An Examination of Current Practices. A Butterfield, Chair. Academy of Management Meetings, 2010.
- Lewicki, R.J. The Challenges of Separating (and Calibrating) Trust and Distrust Constructs. Contribution to a Symposium, Distrust in Organizations: Empirical Developments. M. Mitchell, Chair. Academy of Management Meetings, 2010.
- Lewicki, R.J. Teaching Negotiation: What's the Impact? (Symposium organizer and chair; unable to attend due to illness). International Association of Conflict Management Meetings, Boston, MA 2010.
- Lewicki, R. J. & Polin, B. (2011) Repairing Trust. Paper presented at the International Association of Conflict Management Conference, Istanbul, Turkey.
- Lewicki, R. (2011). Bridging the gap between classroom and practice in ethics. Presentation at a panel discussion, Council on Governmental Ethics Laws, Nashville, TN.
- Polin, B. & Lewicki, R.J. (2012). On the importance of a full apology: How to best repair broken trust. Paper Session, New Perspectives on Conflict in Organizations, Academy of Management 2012 Annual Meetings.
- Lewicki, R.J. (2012) Trust across contexts: Examining unanswered questions and challenging conventional wisdom. Discussant to a Symposium, Academy of Management, 2012 Annual Meetings.
- Lewicki, R.J. (2012) Leadership, Betrayal and Forgiveness. Discussant to a Symposium, Academy of Management, 2012 Annual Meetings
- Lewicki, R.J. (2013) Teaching negotiation online: What works and what doesn't. Contribution to, and discussant for a symposium, "The Medium, The Message and The Methods: Teaching Negotiation Online. N. Ebner, Chair. International Association of Conflict Management Meetings, Tacoma, WA, 2013.
- Lewicki, R.J. 2015 Trust, Distrust and Trust Repair in Labor Relations: What we Know and what we don't. Contribution to a Symposium, Trust and Distrust in Labor Relations. P. Elgoibar and M Euwema, Chairs. International Association of Conflict Management, Clearwater Beach, FL, June 2015.

Lewicki, R.J. 2015. Using ExpertNegotiator in a basic negotiation skills course. Contribution to a symposium on New Technology for Teaching Negotiation, M. Latz, Chair. International Association of Conflict Management, Clearwater Beach, FL, June 2015.

Lewicki, R. J. (2015) The limits and liabilities of trust. Contribution to a symposium, Trust Between Individuals and Organizations. Organizers: Bart de Jong and Oliver Schilke. Preconference PDW, Academy of Management Annual Meeting, Vancouver, B.C. August 8, 2015.

Lewicki, R.J. (2015) Negotiating Your Way Into and Through the Retirement Career Stage. Organizer and Presenter, Symposium, Careers Division, Academy of Management Annual Meeting, Vancouver, B.C. August 10, 2015.

Lewicki, R.J. (2015) Discussant to a Symposium: Breaking Bad: Relational recovery after expectancy violation. M. Olekalns and T Kong, Chairs. Academy of Management Annual Meeting, Vancouver, B.C. August 10, 2015.

Lewicki, R. (2016) Presentation: Trust and Distrust in Intractable Conflicts. European Institute for Advanced Studies in Management Conference on Distrust, Groningen, Netherlands.

Lewicki, R.J. & Druckman, D. (2016) Words or Deeds: Repairing Violations of Trust in Negotiation. Paper presented to the International Association of Conflict Management Annual Meeting, New York.

Lewicki, R.J. (2016) Deception in Negotiation: Status of the Research to Date. Contribution to a Symposium to the International Association of Conflict Management Annual Meeting, New York.

Lewicki, R.J. (2016) Trust and Distrust in Union-Management Relationships. Contribution to a Symposium to the International Association of Conflict Management Annual Meeting, New York.

Lewicki, R.J. (2017, July). The role of context sensitivity in a 'unified' theory of negotiation. Contribution to a symposium, "Is a Grand, Unified Negotiation Theory Desirable—and Possible? S. Kaufman, C. Honeyman & A. Schneider, Chairs. International Association of Conflict Management Annual Meeting, Berlin, Germany.

Lewicki, R.J. (2017, July). Reminiscences on the Career and Impact of Morton Deutsch. Contribution to a symposium, Memorial to Morton Deutsch, D. Johnson, Chair. International Association of Conflict Management Annual Meeting, Berlin, Germany.

Lewicki, R.J. & Druckman, D. (2017) Words or Deeds: Repairing Violations of Trust in Negotiation. Paper presented to the International Association of Conflict Management Annual Meeting, Berlin, Germany.

Lewicki, R.J. (2017) Professional Development in the Retirement Years. Contribution to a Symposium, CASS Interest Group, National Academy of Management meetings, Atlanta, GA.

Lewicki, R.J. (2017). Revising Trust: Common Themes. Discussant to a PDW, Revisiting Trust: New Reviews, Directions and Emergent Challenges, R. Searle, Chair. National Academy of Management meetings, Atlanta, GA.

Lewicki, R.J. (2017). Repairing Trust Across National Boundaries. Contribution to a Symposium: Up, Down & Sideways Approaches to Building Trust and Dispelling Distrust Across National Boundaries. M. Williams, Chair. National Academy of Management meetings, Atlanta, GA.

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Recent Professional Development Workshops:

Lewicki, R.J. Teaching organizational behavior: The next ten years. Presented at a symposium, "The Organizational Behavior Teaching Conference: Ten Years Out," Organizational Behavior Teaching Conference, May 1983.

Lewicki, R.J., in collaboration with J. Brett, L. Greenhalgh, D. Kolb and B. H. Sheppard. Conducted workshops on The Manager as Negotiator and Dispute Resolver, and demonstrated pedagogical approaches to teaching negotiation and dispute resolution in the organizational behavior curriculum, at the following national meetings:
Organizational Behavior Teaching Conference, 1985
Academy of Management, 1985
American Psychological Association, 1985
American Arbitration Association, Special Conference on Teaching Dispute Resolution in Business and Law Schools, 1985
Society for Professionals in Dispute Resolution, 1985.

Lewicki, R.J. and L. Greenhalgh, Workshops for professionals in negotiation and dispute resolution:
American Psychological Association, Division 14 Invited Workshop, 1986.
Academy of Management, Preconference Workshop sponsored by National Institute for Dispute Resolution, 1986.
American Arbitration Association, Special Conference on Teaching Dispute Resolution in Business and Law Schools, 1986.

Lewicki, R.J. Invited contributor to Preconference Workshop, "Experiential Education", Organizational Behavior Teaching Conference, 1985.

Panelist in a symposium, "Dilemmas of Dealing with Sexism in the Classroom." Linda Calvert, Chair. Organizational Behavior Teaching Conference, June 1986.

Lewicki, R.J. Effective teaching and effective justice management. Concept session, Organizational Behavior Teaching Conference, 1987.

Organized Preconference Workshop (both teaching and research tracks) and chaired Research Roundtable Discussion, Power, Negotiation and Conflict Management Interest Group, Academy of Management, 1987.

Invited Presentation, "Author's Roundtable on Organizational Justice", Organizational Behavior Teaching Conference, 1993.

Invited speaker and coordinator, Junior Faculty Development Consortium, Conflict Management Division, Academy of Management, 1997.

Invited panelist, Preconference workshop, "Dealing with Our Own Conflicts", Conflict Management Division, Academy of Management, 1998.

Invited speaker and coordinator, Doctoral Student Development Consortium, Conflict Management Division, Academy of Management, 1998.

Invited contributor/reviewer, Academy of Management Review Theory Development Workshop. Academy of Management, 1999.

Invited participant, "Taking the Plunge! Developing Skills Using Electronic Technology in the Teaching of Management." Academy of Management, 1999.

Lewicki, R.J. and Shell, R. (Co-Hosts) "Teaching Negotiation: Materials, Models and Cases". Workshop/Roundtable, International Association of Conflict Management, 2000.

Invited contributor/reviewer, Academy of Management Review Theory Development Workshop. Academy of Management, 2000.

Lewicki, R.J. and Shell, R. (Co-Hosts). "Teaching Negotiations in a New Time: Sharing Our Expertise for the Millennium. " Workshop/roundtable, 2000. Academy of Management, Toronto, Canada. Sponsored by the Conflict Management Division.

Invited speaker, Legal Educators Colloquium, ABA Section on Dispute Resolution.

2001: Teaching Negotiation Effectively

2002: Discussion and workshop on trust, trust development and trust in negotiation.

2006: Ethics and Influence

Roundtable Discussion: Pedagogical Perspectives On Teaching Conflict And Negotiation Panel organized by Alain Lempereur. International Association of

Conflict Management Meetings, Park City, Utah, June 2002.

“Things I wish I had learned in Graduate School”, presentation to the Conflict Management Division Doctoral Consortium, 2004 Academy of Management, New Orleans

“The Scholarship of Teaching”. Organized and conducted 3 hour Professional Development Workshop, Academy of Management, 2004.

Panelist/Facilitator, Town Hall , Conflict Management Division, Academy of Management Meetings 2004.

Workshop Facilitator, “Starting Out on the Right Foot: Negotiating your First Job Offer”, PDW, Conflict Management Division, Academy of Management National Meetings, 2005, Honolulu, Hawaii; 2006, Atlanta, Georgia.

Invited Panelist, “New Visions for Teaching Management in the 21st Century”, All-Academy Symposium, Academy of Management National Meetings, August 7, 2005, Honolulu, Hawaii

Facilitator, Behavioral Integrity Incubator, Academy of Management, 2006.

Presenter and Facilitator, Doctoral Consortium, Conflict Management Division, Academy of Management.

Workshop: Reframing Threats and Building Trust. Collaboration with Linda Putnam, Texas A & M University. Presentation to the Alternative Dispute Resolution Section of the American Bar Association Conference, Atlanta, GA: April 6-8, 2006.

Heisler Business Ethics Lecture (1.5 hour talk), Ohio Wesleyan University, April 2007.

Participant, Ethics Education Panel, Cabinet of Governor Ted Strickland, May 2007 (coordinated By the Ohio Ethics Commission)

Participant, Ethics Education Panel, Ohio Forum on Public Retirement, January 2007 (coordinated By the Ohio Ethics Commission)

Excellence in Ethics Conference, Ohio State University Extension, November 2007: Presentation: “Leadership, Integrity, Authenticity—Oh My!”
Facilitation of Book Discussion: Leading at a Higher Level

A Gathering of Leaders Conference, Sponsored by the Jefferson Center Academy of Leadership and Governance and Columbus State Community College. Presentation: “Leadership, Integrity, Authenticity—Oh My!”

Excellence in Leadership Conference, Ohio State University Extension, March, 2009 Presentation: Leadership and Authenticity.

Designed and conducted Organizational Behavior Teaching Society "Boot Camp" Workshops (on basic instructional delivery techniques) at the Midwest and Southern Academies of Management, 2009, 2010, 2011.

Designed and delivered a Webinar for the Organizational Behavior Teaching Society, "Teaching in Troubled Economic Times", Spring, 2009.

International Planning Committee Member, Negotiation 2.0: The Future of Teaching Negotiation, Istanbul, Turkey, October, 2009 (attended conference, facilitated sessions)

Organizational Behavior Teaching Conference. 2009-2011. Organized and facilitated 'Boot camp' workshops in effective teaching at meetings of the Southern Management Association, Eastern Academy of Management and Midwest Academy of Management, 2009-10, 2010-2011. 6 workshops total, personally taught 2 of these workshops.

Book Reviews

Lewicki, R.J. When conflict = hostility. Contemporary Psychology, 1973, Vol. 19, No. 4.

Lewicki, R.J. Let's sit down and talk: a review of D. Druckman, **Negotiations**. Contemporary Psychology, 1979, Vol. 24, No. 3.

Lewicki, R.J. Review of I. Goldenberg, **Oppression and Social Intervention**. Journal of Applied Behavioral Science, 1979, Vol. 15, No. 4.

Lewicki, R.J. Review of D. Brown, **Managing Conflict at Organizational Interfaces**. Administrative Science Quarterly, 1983.

Lewicki, R.J. Review of M.D. Hakel, M. Sorcher, M. Beer and J.L. Moses, **Making it Happen**. Academy of Management Review. 1983.

Lewicki, R.J. Whither Productive Conflict? Review of D. Tjosvold and D. Johnson, **Productive Conflict: Perspectives for Organizations**. Contemporary Psychology, 1986, Vol. 30, No. 10.

Lewicki, R.J. Review of **Front Stage, Back Stage: The Dramaturgic Structure of Labor Negotiations** by Ray Friedman. 1997, Administrative Science Quarterly.

Lewicki, R.J. **Creating Labor Management Partnerships** by Warner Woodworth and Christopher Meek. 1996, Human Resource Planning.

Lewicki, R.J. Codes of Conduct. by David Messick and Ann Tenbrunsel.
Business and the Contemporary World, 1998.

Lewicki, R.J. Social Influences on Ethical Behavior in Organizations, by D. Messick and T. Tyler, **Administrative Science Quarterly**, 2002.

New Pedagogy

Negotiation: Readings, Exercises, Cases (Irwin/McGraw Hill, 1998, 2003, 2006, 2010, 2015).

Complete Instructors Manual, authored or adapted many exercises, questionnaires, cases.

Negotiation (McGraw Hill/Irwin, 1998, 2003, 2006, 2010, 2014).

Complete test bank and Power Point package created for this book.

Essentials of Negotiation (McGrawHill/Irwin) 2001, 2004, 2007, 2010, 2015

Complete test bank, Power Point package and developmental website.

Managerial Negotiation. 13-module web-based training program on effective negotiation skills, based on Lewicki and Hiam, Fast Forward MBA in Negotiation and Deal Making. (John Wiley, 1998). SME on module development by PrimeLearning, Dublin, Ireland.

"Effective Negotiation Skills", a four-module, video and workbook-based curriculum designed for Ross Laboratories, 1996.

Teaching Notes, International Business Cases, Council for Ethics in Economics, Columbus, Ohio, 1996.

"Detection Technologies, Inc." Roy J. Lewicki and Robert Reinheimer. Role play scenario and two instructional videotapes designed to teach "collaborative negotiation." Instructor's Manual, Video viewing guides. Funded by a grant from the National Institute for Dispute Resolution. Role play published in Negotiation: Readings, Exercises and Cases, Second Edition. Videotapes available from NIDR or the authors.

"National Computer" Role Play (with Jeanne Brett)--NIDR "Videomaster" Role Play--NIDR

Numerous simulations and role plays, unpublished or published in the Experiences.... and Negotiation books.

Instructor's Manuals to Experiences in Management and Organizational Behavior, 1975, 1982, 1988, 1996.

Organized and directed a training program for case discussion facilitators, and prepared instructional notes on "how to teach cases in business ethics", 1992 and 1995 International Business Ethics Conferences, Council for Ethics in Economics, Columbus, Ohio.