

Highlights of the Program

Keynote Address: Professor William Ury, Harvard University and author of *Getting to Yes* and *Getting Disputes Resolved*.

Debates • Poster Sessions

Practitioners and Consultants

Roundtable Discussions:

Practitioners meet and discuss the issues they face in their practice and discuss ways to successfully meet those issues. We plan to offer two sessions: one for practicing mediators and one for organizational consultants. Check registration form if you are interested.

Styles of Managing Marital Conflict Workshop:

Sanda Kaufman, Cleveland State University and Afzal Rahim, Western Kentucky University help you identify your typical "conflict style" and help you discover creative ways to more effectively resolve marital disputes. June 17, 1:00-4:30 p.m. Please check box on the registration form if you plan to attend.

Conference Schedule

Wednesday, June 17

Noon-6:00 p.m. Registration
1:00-4:30 p.m. Marital Conflict Workshop
6:00 p.m. Welcome Reception

Thursday, June 18

8:30 a.m.-5:00 p.m. Conference Sessions
11:00-12:00 Keynote Address
by *William Ury*
12:00-1:00 p.m. Lunch - on your own
Free Evening

Friday, June 19

8:00 a.m.-4:30 p.m. Conference Sessions
Noon Lunch - on your own
4:30-5:30 p.m. Business Meeting
6:30 p.m. Hosted Awards Dinner
Presidential Address
by *Dean G. Pruitt*

Saturday, June 20

8:30 a.m -Noon Conference Sessions

Refereed Paper Presentations:

Paper sessions are organized around one of nine tracks: Organizational Conflict, Communication and Conflict, Negotiation and Bargaining, Mediation and Arbitration, Social Justice, Intergroup Conflict, Public Sector Conflict, International Conflict, and Decision Making and Conflict. You may attend paper presentations from any or all tracks, as you are interested.

A sample of the papers that have been accepted for presentation include the following:

Organizational Conflict:

"Measuring Conflict Management Styles," Orly Ben-Yoav, Learntech Associates & Moshe Banai, City University of New York

"The Transformation of Conflict: A Longitudinal Study of Intragroup Conflict," Karen Jehn, Northwestern University

"Reciprocity and Informality in a Grievance System," Peter Carnevale, Julie Olson, and Kathleen O'Connor, University of Illinois at Urbana-Champaign

Communication and Conflict:

"Communication Perspectives on Negotiation," Linda Putnam, Purdue University

"Communication Media and Negotiation Processes," Marshall Scott Poole, Dale Shannon, and Gerardine DeSanctis, University of Minnesota at Minneapolis

"The Relationship Between Conflict Style Preference and Outcome," Mike Allen, Nancy Burrell, Rence Meyers, and Jay Schmidt, University of Wisconsin-Milwaukee

"Relational Development in Negotiation," William Donohue, Michigan State University

Bargaining and Negotiation

"Negotiators' Differential Reactions to Strong and Weak Adversaries," K.L. Harris and S.A. Dittloff

"Frames and Cooperation in Bilateral Negotiation," C.K. de Dreu and Peter Carnevale, University of Illinois, Ben Emans and Evert van de Vliert, State University at Groningen, the Netherlands

"Marxism after the Collapse of East European Nations: Is it Still a Viable Perspective on Industrial Relations?" Chandakar Lakshmann, University of Wisconsin-La Crosse

Mediation and Arbitration

"Report on the Harvard Project on Negotiation's Study of Master Mediators." Deborah Kolb, Harvard Law School, Eileen Babbitt, Harvard Law School, Kenneth Kressel, Rutgers University, and Lavinia Hall, Esq.

"Settlement Orientation vs. Problem-Solving Style in Custody Mediation," Linda Fish, New Jersey Mediation Associates and Kenneth Kressel, Rutgers University

"Hollywood as Deadly Contaminant in Police-Mediated Hostage Negotiations," Connie Fletcher, Loyola University at Chicago

Social Justice

"Social Information Processing Legal Issues," Elizabeth Sousa, ISPA, Portugal

"Complainant-Respondent Differences and Procedural Choice in Asymmetrical Social Conflict," Dean Pruitt, State University of New York-Buffalo

"A Community-Based Research and Service Demonstration to Reduce Homicide and Assaultive Violence Among Blacks Living in Inner-City Neighborhoods," John Waller, Wayne State University and Frank Tyrrell, California State University, Long Beach

Public Sector

"Who Should Resolve Information and Privacy Conflicts?" George Duncan, Carnegie-Mellon University and Sanda Kaufman, Cleveland State University

"Manager and Employee Positions on Public Employee Collective Bargaining," Terrel Rhodes and Roger Brown, University of North Carolina at Charlotte

"Government Agencies as Mediators," Jill Purdy and Barbara Gray, Pennsylvania State University

International Conflict

"Coping With Regional Conflicts," Edward Kolodziej, University of Illinois at Urbana-Champaign

"Negotiating Water Resource Disputes," Alan McDonald, American Academy of Arts and Sciences

"The Collusion of Enemies: Identity and Conflict in Northern Ireland," Terrell Northrup, Syracuse University

"The Need for Community Mandated Mediation — International and Interpersonal," Tom Milburn and Craig McEwen, Ohio State University

Decision Making

"Power Asymmetries and Alternatives in Market Negotiations," Elizabeth Mannix, The University of Chicago and Margaret Neale, Northwestern University

"Contingencies in Managerial Dispute Intervention," Robin Pinkley, Southern Methodist University, J. Brittain and Greg Northcraft, University of Arizona, Tucson

"The Inconsistent Role of Social Comparison in Individual's Evaluation of Job Offers," T. Diekmann, P. Pradham, H. Schroth, A. Tenbrunsel, and Max Bazerman, Ohio State University

"Ultimatum Bargaining in Children and Adults," Keith Murnighan and M. Saxon, University of Illinois at Urbana-Champaign

Accommodations

The facilities of the Holiday Inn Metrodome, 1500 Washington Avenue South, Minneapolis, Minnesota are available for guests requiring room accommodations. The hotel is two blocks from the Humphrey Center. Reservations can be made by returning the attached hotel reservation form, calling 612-333-4646 or toll free 1-800-448-3663, or fax the form to 612-338-4049. Rates are single \$75.50 or double \$85.50 plus tax. Indicate that you are attending the Conflict and Change Conference.

The Days Inn is also available for room accommodations. The Days Inn is located approximately 2 miles from the Humphrey Center, and is within walking distance. Please contact the Inn directly at 2407 University Avenue S.E., Minneapolis, Minnesota, (612) 623-3999, and indicate that you are attending the Conflict and Change Conference. Rates are single \$35 or double \$45 plus tax.

Airport Transportation to Hotels and University of Minnesota

The Minneapolis/St. Paul International Airport is approximately 10 miles from the University of Minnesota campus and the hotel. Transportation is available directly to and from the hotels and University through a service called "Airport Express." It is located on the lower level baggage area, near carousel 8. The cost is approximately \$12.50 roundtrip or \$8.00 one-way.

Registration

The conference will be held at the Hubert H. Humphrey Center located on the University of Minnesota Minneapolis campus. The registration fee includes attendance at all sessions, Wednesday Opening Reception, the Friday evening dinner, and coffee breaks.

Complete and return the attached conference registration form. Fee payment should accompany the registration form. Registration forms accompanied by credit card fee payment only, may be returned by fax (612) 626-1632. Conference registration fees are quoted in U.S. dollars and payment by check or money order must be drawn in U.S. dollars on a bank with a U.S. banking affiliate named on the face of the check. Make checks payable to University of Minnesota.

Cancellation Policy

Requests for cancellations received before June 1, 1992 will be refunded, less a \$20 handling fee.

Conference Registration Form

2665 LG/tmr

**Fifth Annual Conference of the
International Association for Conflict Management**

June 17-20, 1992

Name (as you would have it appear on your name tag)

Department

Institution

Address

City

Province or State

Country Postal/Zip Code

Telephone (institution) (home)

Fax Bitnet

Registration fee

(please circle the appropriate category):

	Before May 31, 1992	After June 1 or On-Site
IACM Member	\$90	\$110
Student Member	70	95
Non-Member	115	135
Student	95	115
One-day	50	50

Please circle the day you plan to attend:

Wednesday Thursday Friday Saturday

Please check the session you will attend

- Styles of Managing Marital Conflict Workshop
 Organizational Consultant Roundtable Discussion
 Mediators Roundtable Discussion

Payment is made by:

- Check (payable to University of Minnesota)
 VISA MasterCard

Card number Expires

Name as printed on the Card

Signature of Cardholder

Mail to: IACM Registrar, Professional Development
and Conference Services, 315 Pillsbury Drive S.E.,
University of Minnesota, Minneapolis, MN 55455-
0139, U.S.A. OR Fax to: (612) 626-1632

Hotel Reservation Form

International Association for Conflict Management
University of Minnesota Humphrey Institute:
Conflict and Change
June 17-20, 1992

All requests for this event must be received by May 20, 1992.

Name

Representing

Address

City

Province or State

Country Postal/Zip Code

Telephone Fax

Arrival Date Hour

Departure Date Hour

 smoking non-smoking

- \$75.50 plus tax/night-single occupancy
 \$85.50 plus tax/night-double occupancy*

*Sharing with _____

I will arrive after 6:00 p.m. C.S.T. Please guarantee the reservation with:

Credit Card: _____

Type _____

Number _____

Expires _____

 One night deposit enclosed***Make check payable to Holiday Inn Metrodome.**

Mail to: Holiday Inn Metrodome, 1500 Washington
Avenue South, Minneapolis, MN 55454, U.S.A. OR
fax with credit card guarantee to: (612) 338-4049

**The International Association
for Conflict Management**

Annual Dues: Oct. 1, 1991 to September 30, 1992

Name

Mailing Address

City State Zip

Office Phone Home Phone

Dues:

Institutional or Professional Member \$15.00 _____
 Student Member \$10.00 _____

Subscription to *International Journal of
Conflict Management* (optional) \$34.00 _____
 (outside of U.S. add \$15.00 postage and handling)

Subscription to *Negotiation Journal* \$29.00 _____
 (optional)

All payments need to be in U.S. funds. Acceptable forms: checks drawn on U.S. banks, international money orders. VISA or MASTERCARD only for members outside the U.S.

 Check EnclosedCharge to VISA MASTERCARD

(only for members outside the U.S.)

Expiration date _____

Account number _____

Signature _____

Mail this form with appropriate payment to:

International Association for Conflict Management
Department of Management
University of Missouri - Columbia
Columbia, MO 65211, USA
Phone: (314) 882-7374