

University of Illinois
at Urbana-Champaign

Department of Psychology

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Champaign, IL 61820

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College of Liberal Arts
and Sciences

1994 INTERNATIONAL ASSOCIATION FOR CONFLICT MANAGEMENT MEETING
June 12-15, 1994, Valley River Inn, Eugene, Oregon

Dear IACM colleague:

I am very pleased to invite you to participate in the 1994 meeting of the International Association for Conflict Management. IACM was founded to encourage research and training in the handling of social conflict in a variety of arenas. IACM 1994 will continue the tradition of productive and invigorating meetings. This year, we will meet at the Valley River Inn, Eugene, Oregon. The Valley River Inn offers numerous amenities including modern meeting rooms, comfortable accommodations, and spectacular views of the Willamette River. IACM 1994 will feature invited speakers, symposia, poster sessions, and competitive papers.

Topical areas for IACM 1994 reflect the broad interests of our membership, and include environmental dispute resolution, organizational conflict, communication and decision processes in negotiation, mediation, arbitration, and international conflict. Dr. Jeffrey Z. Rubin (Tufts University and Program on Negotiation at Harvard Law School) will present the keynote address, and the 1994 IACM Life Time Achievement Award will be presented to Dr. Robert Blake, Scientific Systems, Inc., author of numerous books and articles on conflict management and training in organizations, including (with Jane Mouton) Managing Intergroup Conflict in Industry (1964), The Managerial Grid (1964), and Solving Costly Organizational Conflicts (1984).

Please mail all papers and proposals to:

Dr. Peter Carnevale,
Program Chair, IACM 1994
Department of Psychology
University of Illinois
603 East Daniel St.
Champaign, IL 61820

Phone: (217) 333-4899
FAX: (217) 244-5876
INTERNET: pcarneva@s.psych.uiuc.edu

Please check that your submission contains the enclosed "Submission Cover Sheet." In addition, please send a computer disk that has a text file containing the submission cover sheet information and your 200 word abstract (the disk may be either 3.5" or 5.25" IBM or Macintosh compatible). Further details on how to do this are on the submission cover sheet. Submissions will be evaluated by members of the IACM 1994 Program Committee, whose names appear on the call for papers.

I hope that you will join us in Eugene for a wonderful meeting. And if you know of colleagues who share our interests, please pass this information along to them.

Sincerely,



Peter Carnevale
Associate Professor
Program Chair, IACM 1994

SUBMISSION COVER SHEET: IACM 1994
June 12-15, 1994, Valley River Inn, Eugene, Oregon

-- Return This Sheet With Your Submission --

Submit with your proposal the following items: (a) This Submission Cover Sheet with all relevant information; (b) Four printed copies of the submission (paper, symposium, etc.); (c) Two printed copies of the abstract, 200 words maximum with title of the proposal and authors' names; (d) One computer disk containing Submission Cover Sheet Information and the 200 word abstract; (e) Two Stamped Business Envelopes addressed to the person submitting the proposal.

1. Name of Presenter/Organizer: _____

2. Address of Presenter/Organizer: _____

3. Phone Number of Presenter/Organizer: _____

4. Check one:

-This is a Paper or Poster Presentation Session.
.....This is a Symposium.
.....This is a Debate or Workshop.
.....This is something called a _____.

5. Title (12 words or less): _____

6. Names of all participants and their roles (e.g. author, chair, panelist, discussant).

1. Name: _____ Role _____

2. Name: _____ Role _____

3. Name: _____ Role _____

4. Name: _____ Role _____

5. Name: _____ Role _____

7. For a symposium, debate, or workshop proposal include a separate title page with names, affiliations, and telephone numbers of all participants. Indicate the title and give a brief description of each presentation. Also include the 200 word abstract of the central theme and purpose of the proposal.

[Continued on Reverse Side]

8. Prepare a computer disk that contains all of the SUBMISSION COVER SHEET information. The elements required are: the proposal title, names and affiliations of speakers or authors, and the 200-word abstract.

Diskettes should be either IBM/PC-compatible (3.5" or 5.25") or Macintosh-compatible (3.5"), with submitter's name on the diskette label. The file itself should be named "ABSTRACT.TXT" and be in either a WordPerfect (any version) or ASCII/DOS format if prepared on an IBM-compatible, or in MacWrite or text only format if prepared on an Apple machine.

We will rely on these diskettes when preparing copy for the Program and for the Abstracts Proceedings, so your cooperation in preparing this diskette is greatly appreciated. You may reclaim your disk at the IACM meeting in Eugene in June, 1994.

Specific guidelines:

1. If possible, please provide a file in one of the requested formats and not an idiosyncratic file created by your particular word processor.
2. Name the file "ABSTRACT.TXT"
3. Use default options for margin specifications and fonts.
4. Do not bold, underline, or italicize any characters. (If there are words or characters that you would like to have receive special treatment, send a separate note to that effect.)
5. Titles, abstracts, and other information exceeding one line should be allowed to wrap.
6. Contact the program chair at the numbers below if there are any difficulties.

9. Sign this statement:

By submitting this paper or event to IACM 1994, I agree to attend the conference and present this work, or if I am unable to do, to arrange for another person to do so.

Signature

Date

10. Mail all materials, postmarked by February 15, 1994, to:

Peter Carnevale, Program Chair, IACM 1994 Department of Psychology University of Illinois 603 E. Daniel St. Champaign, IL 61820 USA	Phone: (217) 333-4899 FAX: (217) 244-5876 Internet: pcarneva@s.psych.uiuc.edu
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11. SUBMISSION CHECKLIST:

- ____ ONE (1) Submission Cover Sheet.
- ____ FOUR (4) printed copies of the submission.
- ____ TWO (2) separate copies of the 200 word abstract, with proposal title and authors' names.
- ____ ONE (1) computer disk containing submission Cover Sheet information and 200 word abstract.
- ____ TWO Stamped Business Envelopes addressed to the person submitting the proposal.
- ____ Postmarked by February 15, 1994.

1994 CALL FOR SUBMISSIONS

Seventh Conference of The International Association for Conflict Management

June 12 - June 15, 1994
Valley River Inn, Eugene, Oregon
Submission Deadline: February 15, 1994

The International Association for Conflict Management was founded to encourage scholars and practitioners to develop and disseminate theory, research, and experience that is useful for understanding and improving conflict management in family, organizational, societal, and international settings. The Seventh Conference of the Association will emphasize interdisciplinary approaches to research and theory in conflict management.

SUBMISSIONS:

You are invited to submit a paper, symposia, debate, or exhibit. The meeting will be organized around ten content areas identified below and will feature invited talks and showcase poster sessions designed to share ideas and research findings. Innovative sessions, symposia, and workshops are encouraged as are research and theory targeted towards practitioners.

Papers/Posters: All papers should be typed in accordance with the guidelines set forth in the 1983 edition of the Publication Manual of the American Psychological Association. The maximum length is 25 pages, including title page, abstract (on a separate page), references, tables and figures. Shorter papers will also be acceptable. Papers that do not fit neatly with others, or that require more time and serious, face-to-face discussion, will be scheduled in a showcase poster session. The paper or poster should not have been presented at a past meeting.

Symposia/Debates: Symposia are focused sessions in which participants present their views on a common issue. Debates ordinarily include a moderator and two teams of one or two speakers each. Persons submitting symposia or workshop proposals must indicate that they have commitments from all participants that they will register for and attend the meeting.

Exhibits: A special demonstration or event that illustrates innovative applications in negotiation and social conflict, e.g., computer software.

All submissions will be evaluated by the Program Committee and IACM members serving as volunteer reviewers. Only the submitter will be notified of the acceptance or rejection of the submission and information on scheduling. All submissions should include a

"Submission Cover Sheet," which is attached to this call for papers (or obtained from the program chair).

In addition to the written material, each submitter is required to send a computer diskette containing most of the information requested on the Submission Cover Sheet (this will be used only for preparing the Conference Program as well as the Proceedings). The elements required are: the proposal title, names and affiliations of speakers or authors, and the 200-word abstract. See the Submission Cover Sheet for a sample of how the information should be organized.

Diskettes should be either IBM/PC-compatible (3.5" or 5.25") or Macintosh-compatible (3.5"), with submitter's name on the diskette label. The file itself should be named "ABSTRACT.TXT" and be in either a WordPerfect (any version) or ASCII/DOS format if prepared on an IBM-compatible, or in MacWrite or text only format if prepared on an Apple machine.

Please send FOUR (4) copies of your proposal directly to the Program Chair, at the address listed below, postmarked by February 15, 1994.

Dr. Peter Carnevale,
Program Chair, IACM 1994
Department of Psychology
University of Illinois
603 East Daniel St.
Champaign, IL 61820

Phone: (217) 333-4899
FAX: (217) 244-5876
Internet: pcarneva@s.psych.uiuc.edu

PROCEEDINGS:

Abstracts of papers, symposia, and workshops presented at the conference will be included in the Conference Abstracts Proceedings.

AWARDS:

Outstanding contributions to the program will be acknowledged with presentation of awards and plaques in the following three categories: Best Empirical Paper, Best Theoretical Paper, and Best Applications Paper.

**NOTE: JEFF RUBIN WILL BE THE MAIN SPEAKER
ON TUESDAY AFTERNOON, JUNE 14.**

PROGRAM CONTENT AREAS:

Environmental and Public Resource Conflict: Analyses of natural resource and environmental conflict; role of third parties in environmental conflicts; economic and political dimensions of resource disputes.

Culture and Conflict: Cultural dimensions of conflict including within-culture dimensions as well as cross-cultural comparisons; cultural aspects of preferences for dispute handling styles and procedures; training in cross-cultural negotiation; theoretical and methodological issues in the study of culture and conflict.

Organizational Conflict: The causes, effects, and measurement of conflict in organizational settings. Topics include: Interpersonal, intra- and inter-group conflict; power and conflict; styles of handling conflicts; moderators and effects of conflict; research methodologies for studying organizational conflict.

Communication: Verbal and nonverbal behavior in conflict. Interaction analysis of communication behavior in negotiation; effects of communication styles; analysis of communication and communication technology as a central component of conflict.

Social Justice: Alternative dispute resolution (ADR) systems; procedural and distributive justice; legal issues in dispute resolution; impact of dispute resolution procedures on society.

Conflict in the Public Sector: Analysis of conflict in public policy processes; conflict relating to ethics, values, and policy; law and social conflict; public sector labor management relations.

Negotiation: Activities whereby parties involved in a conflict seek to settle that conflict. Topics include concession bargaining; integrative agreements; negotiation teams; relationships; power and influence.

Third Party Intervention: Techniques, strategies, tactics, and outcomes of mediation; forms of mediation and arbitration; influence of third party behavior on disputants; organizational grievance procedures.

International and Intergroup Conflict: Topics include ethnic and regional conflicts; development of group biases; escalation processes; approaches to international and intergroup conflict prevention and resolution; deterrence and third parties.

Decision Processes: Theoretical and empirical analyses of decision making of negotiators, mediators, and arbitrators; biases and heuristics; negotiator rationality; learning; implementation of decisions.

IACM 1994 SPONSORED BY:

University of Illinois at Urbana-Champaign; Texas A & M University; Oregon State University; University of Missouri; Society of Professionals in Dispute Resolution (Northwest Chapter)

IACM MEMBERSHIP INFORMATION:

Dr. Jim Wall

University of Missouri
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THE IACM 1994 PROGRAM COMMITTEE:

Peter Carnevale (Program Chair), Psychology, University of Illinois, Urbana-Champaign; **Linda Babcock**, Economics, Carnegie-Mellon University; **John Barkai**, The Law School, University of Hawaii; **Bruce Barry**, Owen Graduate School of Management, Vanderbilt University; **Jacob Bercovitch**, Political Science, University of Canterbury, New Zealand; **Robert Bontempo**, Graduate School of Business, Columbia University; **Susan Brodt**, Darden Graduate School of Business, University of Virginia; **Darius K-S Chen**, Psychology, The Chinese University of Hong Kong, Hong Kong; **Joan Dahl**, Management, California State University, Northridge; **Paul Diehl**, Political Science, University of Illinois, Urbana-Champaign; **Carsten de Dreu**, Social and Organizational Psychology, University of Groningen, The Netherlands; **Barbara Grey**, Center for Research in Conflict and Negotiation, Pennsylvania State University; **Heather Hazard**, Economics, Copenhagen Business School, Denmark; **Tricia Jones**, Rhetoric and Communication, Temple University; **Sanda Kaufman**, Urban Studies, Cleveland State University; **Loraleigh Keashly**, Psychology, University of Guelph, Canada; **Robert MacCoun**, Graduate School of Public Policy, University of California, Berkeley; **Christopher McCusker**, School of Organization and Management, Yale University; **Debra Mesch**, School of Public and Environmental Affairs, Indiana University; **Tom Milburn**, Mershon Center, Ohio State University; **Julie Olson**, Craig School of Business, California State University, Fresno; **Michael Roloff**, Communication Studies, Northwestern University; **Christel Rutte**, Organizational Psychology, University of Nijmegen, The Netherlands; **Charles Samuelson**, Psychology, Texas A & M University; **Debra Shapiro**, Kenan-Flagler Business School, The University of North Carolina at Chapel Hill; **Harris Sondak**, Fuqua School of Business, Duke University; **Leigh Thompson**, Psychology, University of Washington; **Tom Tripp**, Department of Management and Systems, Washington State University; **Kathleen L. Valley**, Johnson Graduate School of Management, Cornell University; **Ariella Vraneski**, Center for Urban and Regional Studies, Technion - Israel Institute of Technology, Israel; **Stephen Weiss**, Faculty of Administrative Studies, York University, Canada.

Local Arrangements and Registration Information:

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