

SEVENTH ANNUAL CONFERENCE
of
**THE
INTERNATIONAL
ASSOCIATION
FOR CONFLICT
MANAGEMENT**



VALLEY RIVER INN
Eugene, Oregon, USA

June 12-16, 1994

Supporting Sponsors:

Oregon State University
University of Illinois at Urbana-Champaign
Texas A&M University
University of Missouri
Society of Professionals in Dispute
Resolution, Northwest Chapter
Oregon Dispute Resolution Commission
Consulting Associates

Facilitated by The LaSells Stewart Center
Oregon State University



Valley River Inn

P.O. BOX 10088 • EUGENE, OR 97440 • (503) 687-0123

- Requests
 Smoking
 Non-Smoking
 Two Beds

Group Name INTL. ASSN. FOR CONFLICT MANAGEMENT June 11-16, 1994

Name (Please Print) _____

Address _____

City _____ State _____ Zip Code _____

Phone Numbers _____

Credit Card # _____ Expiration Date _____

Arrival Date _____ Departure Date _____

CIRCLE ONE - IF REQUEST NOT AVAILABLE, NEXT AVAILABLE RATE WILL BE ASSIGNED. WE ATTEMPT TO HONOR ALL REQUESTS SUBJECT TO AVAILABILITY.

- Single occupancy Deluxe \$79 RiverView \$99
 Double occupancy \$94 \$114

I will be sharing room with _____

ATTENTION PLEASE

☞ May 11, 1994 is the latest date for reservations to be received by our reservations office. After that time rooms will be available on a first come first serve basis at our prevailing regular room rates rather than discount convention rates.

☞ All reservations received must be guaranteed with a credit card number or an enclosed first night advance room deposit. All room rates are subject to 9.5% room tax.

☞ Hotel check in time 4:00 pm and check out time on day of departure is 11 a.m.

The Seventh Conference of IACM will celebrate the tenth anniversary of the Association. It will emphasize interdisciplinary approaches to research, theory, and experience in conflict management. The program will include papers, round-table discussions, symposia, debates, and special addresses by leaders in the field. Program content areas will include:

- **Environmental and Public Resource Conflict:** Economic and political dimensions of resource and environmental disputes. Role of Third Parties.
- **Culture and Conflict:** Within and cross cultural handling of disputes, training, theory, and issues of methodology.
- **Organizational Conflict:** Causes and effects of organizational struggle. Interpersonal, intergroup, power, styles, moderation processes, and methods.
- **Communication and Conflict:** Verbal and non-verbal behavior in conflict, negotiation behaviors, styles, and communication as a central component of conflict.
- **Social Justice:** ADR systems, procedural and distributive justice, legal issues, and impacts on society.
- **Conflict In the Public Sector:** Public policy processes, ethics and values in policy, law and social conflict, and public sector labor management relations.
- **Negotiation:** Bargaining, power, teams, concession bargaining agreements, and integrative agreements.
- **Third Party Intervention:** Mediation forms, arbitration, strategies, tactics, outcomes, power and influence, training, and usages.
- **International and Intergroup Conflict:** Ethnic and regional struggles, escalation, prevention and resolution, third parties, and deterrence.
- **Decision processes:** Decision making of negotiators, mediators and arbitrators; biases and heuristics, and implementation of decisions.

**The International Association
for Conflict Management (IACM)**

IACM was founded in 1984 to provide a forum for scholars and practitioners from all disciplines interested in the study of social conflict and conflict resolution at all levels of society. This includes the study of negotiation and third party intervention in interpersonal, intergroup, organizational, and international conflict. It seeks to encourage interdisciplinary research, teaching, and training in the management of social conflict and to link research with practice by exploring how its research can help society tackle complex conflict management problems.

IACM has members in more than twenty-eight countries representing at least fifteen disciplines.

SPECIAL EVENTS AT THE CONFERENCE

- **Keynote address** will be by Jeffrey Z. Rubin of Tufts University and Harvard Law School.
- **A special 10th Anniversary Lunch**
- **A Conference Awards Banquet** where Dr. Robert Blake of Scientific Methods Inc. will receive the 1994 IACM Life Time Achievement Award.
- A winery tour and reception.
- A whitewater rafting trip from 9 a.m. to 4 p.m. on Sunday, June 12, 1994, for those wishing to experience this excitement. This trip will require an additional fee. See enclosed rafting reservation form.

REGISTRATION FEE INCLUDES

- Admission to all conference programs.
- The Hinman Winery tour and special reception.
- Continental breakfast each morning.
- The 10th Anniversary conference luncheon.
- The Conference Awards Banquet.
- Conference program brochure and cover.

CANCELLATION POLICY

Requests for cancellation of conference registration received before Friday, May 13, 1994, will be refunded, less a \$10 handling fee. Cancellations received after this date will result in forfeiture of all fees.

• **SPECIAL DIETS AND SERVICES**

Should you have special dietary needs and/or services, be sure to indicate this on your reservation request to the Valley River Inn (enclosed).

ACCOMMODATIONS

Make reservations directly with the **VALLEY RIVER INN, P.O. Box 10088, Eugene, Oregon 97440**. A reservation form is included with this announcement. Your request for reservation must be received by the Valley River Inn by May 11, 1994.

- Guest rooms overlook the picturesque Willamette River and the gardens surrounding the Inn. Rooms are oversized with king and queen beds. There are sauna, whirlpool, and swimming pools. Twelve miles of paths along the river provide opportunities for hiking, running, and bike riding. The Inn is five minutes from downtown Eugene.
- Meals, other than those covered in your registration fee, may be purchased at the Sweetwater Restaurant at the Inn. Across the street from the Inn is a large shopping center with a variety of highly rated eating facilities along with shops of all kinds.
- Special activities that can be arranged include: whitewater rafting; golf on 12 different courses within an hour's drive from the Inn, a winery tour, a covered bridge tour, and an arts appreciation tour of Eugene's Hult Center for the Performing Arts and the University of Oregon.
- The Inn is about an hour-and-a-half drive from Eugene to the Pacific Ocean at Florence, Oregon, where there are camping, fishing, hiking, charter boating, the Oregon Dunes, and other coastal attractions.
- The Inn is also about an hour-and-a-half drive from the Cascade Range on the east where great fishing, golfing, camping, hiking, horseback riding, and year-round skiing can be enjoyed.

TRANSPORTATION

Public transportation to Eugene, Oregon, is by air, bus or train. Several airlines serve the airport: Alaska, Horizon, Morris, Northwest, and United. Most of these have flights coming into Eugene from Seattle, Washington; Portland, Oregon; San Francisco, California; Denver, Colorado; Los Angeles, California, and other West Coast international ports. Amtrak runs a passenger train into Eugene from Seattle-Portland on the North and from Oakland-San Francisco on the South. There is also Greyhound Bus service from Portland. If you wish to travel by private auto, your major route of access is U.S. Interstate 5 which goes north and south along the whole West Coast and through Eugene.

There is **free** shuttle service from the airport to the Inn. Upon arrival at the airport, go to the courtesy telephone bank adjacent to the baggage area and call the Valley River Inn to request the service. Usually by the time your bags arrive, the shuttle bus will be there. There are also cabs from the airport for \$16-\$18.

If you wish to rent a car, there are several companies with desks at the airport: Agency, Avis, Budget, Enterprise, and Hertz. Your travel agent can reserve these for you in advance of your arrival. You may also rent cars at the Valley River Inn.

ROOM RATES

The conference room rates on the enclosed reservation form for Valley River Inn begin on June 12, 1994, and are available until June 16. Room tax is 9.5% additional. Rates before and after those dates are 19% higher.

ALTERNATE FACILITIES

The closest alternate facilities are 5-10 minutes by car (3-4 miles) and their rates are comparable to the non-conference rates of the Valley River Inn. Among those are the Red Lion Inn and the Hilton Hotel in downtown Eugene.

CONFERENCE PLANNERS

Program Chair: Peter Carnevale, Dept. of Psychology, U. of Illinois, Champaign.
Program Committee: Linda Babcock, Carnegie-Mellon U.; John Barkal, U. of Hawaii; Bruce Barry, Vanderbilt U.; Jacob Bercovitch, Canterbury U., New Zealand; Robert Bontempo, Columbia U.; Susan Brodt, U. of Virginia; Darlus K-S Chen, Hong Kong U., Hong Kong; Joan Dahl, California State U., Northridge; Paul Diehl, U. of Illinois; Carsten de Dreu, U. of Gröningen, The Netherlands; Barbara Grey, Pennsylvania State U.; Heather Hazard, Copenhagen Business School, Denmark; Tricia Jones, Temple U.; Sanda Kaufman, Cleveland State U.; Loreleigh Keashly, U. of Guelph, Canada; Robert MacCoun, U. of California, Berkeley; Christopher McCusker, Yale U.; Debra Mesch, Indiana U.; Tom Milburn, Ohio State U.; Julie Olson, California State U., Fresno; Michael Roloff, Northwestern U.; Christel Rutte, U. of Nijmegen, The Netherlands; Charles Samuelson, Texas A&M U.; Debra Shapiro, U. of North Carolina at Chapel Hill; Harris Sondak, Duke U.; Leigh Thompson, U. of Washington; Tom Tripp, Washington State U.; Kathleen L. Valley, Cornell U.; Ariella Vraneski, Israel Institute of Technology; Stephen Weiss, York U., Canada.

Local Arrangements Team: Sam Keltner, Consulting Associates, Corvallis, Oregon; Pat Mohr and Sylvia Moore, LaSells Stewart Center, Oregon State U.; Gregg Walker, Dept. of Speech Communication, Oregon State U.

OFFICERS:

President: Linda Putnam, Department of Speech Communications, Texas A&M U., College Station, Texas.
President Elect: Evert van de Vliert, U. of Gröningen, The Netherlands.
Executive Officer: Jim Wall, U. of Missouri-Columbia.

CONFERENCE REGISTRATION

INTERNATIONAL ASSOCIATION FOR CONFLICT MANAGEMENT 1994

Please complete and return the following form if you plan to attend the conference. Fee payment must accompany this registration form.

Name _____

Representing _____

Mailing Address _____

City _____ State/Province _____

Country _____ Postal Zip Code _____

Telephone _____ FAX _____

Arrival date and time _____

Departure date and time _____

CONFERENCE FEE for IACM members is \$125 (U.S.) and \$140 (U.S.) for non-members if registration and fees are received before May 20, 1994. Registration fees after May 20, 1994 are \$150 (U.S.) for members and \$165 (U.S.) for non-members.

Indicate form of payment:

Check Credit Card Money Order

Credit Card Company _____

Credit Card Number _____

Date of Expiration _____

Signature _____

Make check or money order payable to Oregon State University.

Mail to: IACM
c/o LaSells Stewart Center
875 SW 26th Street
Corvallis, Oregon 97331-3102 OR

FAX with credit card guarantee to: (503) 737-3187
For information concerning conference and arrangements, call Pat Mohr at (503) 737-2402, Internet address: mohrp@ucs.orst.edu

WHITEWATER RAFTING TRIP

Sunday, June 12, 1994

9:30 am - 4:00 pm

This is an optional adventure. Bob Spencer will take you on rafts down the Mackenzie River. The cost of the trip depends on the number of persons who register to go. Since we need to make prior reservations, it will be necessary for you to indicate your choice to engage in the experience. The rates are as follows: 1-11 people = \$55 each, 12-20 people = \$45 each, 21 plus people = \$35 each.

In order to reserve a space on the trip, a deposit of \$10 is required. The maximum you will need beyond that will be \$45, and if sufficient number of people choose to go, the additional cost could be as low as \$25. *If there are insufficient number of persons who register to go, the trip will be cancelled and your deposit returned.*

Please fill out the form below and include it with our conference registration and an advance deposit of \$10 to IACM c/o Oregon State University, 875 SW 26th Street, Corvallis, Oregon 97331-3102.

**Whitewater Raft Trip
Pre-Registration**

Enclosed is my deposit of \$10 to guarantee space on the Raft Trip if enough people register.

Your Name _____

Address _____

City _____ State _____ Zip _____

Telephone _____

_____ Check _____ Money Order _____ Credit Card

Credit Card Type _____ Date Expires _____

Card Number _____

Signature _____

IACM MEMBERSHIP APPLICATION

International Association for Conflict
Management

Name

Mailing Address

City State Zip Code

Office Phone Home Phone

Dues: (check one)

Institution or Professional Member = \$15 _____

Student Member = \$10 _____

SPECIAL SUBSCRIPTIONS

(Optional: Check those desired)

International Journal of Conflict

Management \$34.00 _____ *

*Outside of U.S. add \$15.00 postage and handling.

Negotiation Journal \$33.00 _____

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 enclosed

Charge to _____ VISA _____ MASTERCARD*

(Only for members outside the U.S.)

Card 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

CONFERENCE SCHEDULE*

Saturday, June 11, 1994

3:00 pm - 5:30 pm Board Meeting
7:00 pm - 9:00 pm Board Meeting

Sunday, June 12, 1994

9:30 am - 4:00 pm Rafting Trip (Optional)
5:30 pm - 7:30 pm Reception
8:30 pm - 10:00 pm Group Sessions

Monday, June 13, 1994

7:30 am - 9:00 am Continental Breakfast
8:00 am - 1:00 pm Registrations
9:00 am - 10:45 am Group Sessions
10:45 am - 11:15 am Break
11:15 am - 12:45 pm General Session
1:00 pm - 2:30 pm Lunch
1:00 pm - 5:00 pm Book Exhibit
2:30 pm - 3:30 pm Poster Session
3:30 pm - 4:45 pm General Session
4:45 pm - 8:0 pm Winery Reception

Tuesday, June 14, 1994

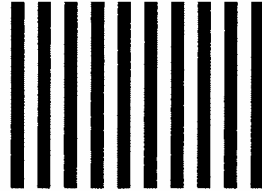
7:30 am - 9:00 am Continental Breakfast
9:00 am - 10:45 am Group Sessions
10:45 am - 11:15 am Break
11:15 am - 12:45 pm General Session
2:15 pm - 3:30 pm Group Sessions
3:30 pm - 4:00 pm Break
4:00 pm - 5:30 pm General Session
6:00 pm - 9:00 pm Awards Banquet

Wednesday, June 15, 1994

7:30 am - 9:00 am Continental Breakfast
9:00 am - 10:45 am Group Sessions
10:45 am - 11:15 am Break
11:25 am - 12:45 pm Group Sessions
12:45 pm Conference Close

*Schedule subject to change. Complete schedule available at registration.

NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES



BUSINESS REPLY MAIL

FIRST CLASS MAIL PERMIT NO. 1018 EUGENE, OR

POSTAGE WILL BE PAID BY ADDRESSEE

VALLEY RIVER INN

P.O. BOX 10088
EUGENE, OREGON 97440