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**1997 CALL FOR SUBMISSIONS**  
**Tenth Conference of the**  
**International Association for Conflict Management**

June 15 - June 18, 1997  
Gustav-Stresemann-Institut, Bonn, Germany  
Submission Deadline: February 15, 1997

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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.

#### **SUBMISSIONS**

You are invited to submit a paper, symposium, debate, or exhibit. The meeting will be organized around ten content areas (listed on the back of this flyer) and will feature invited talks and showcase poster sessions designed to share ideas and research findings. Innovative sessions, symposia, and debates 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 1994 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. Extended abstracts (at least 1000 words) that provide sufficient information for review will be considered, but priority will be given to completed papers. Papers that do not fit neatly with others, or that require more time and serious, face-to-face discussion, will be scheduled in showcase poster sessions. The paper or poster should not have been presented at a past meeting.

**Symposia/Debates:** Symposia are focused 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 symposium or debate 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 negotiations 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 informa-

tion on scheduling. All submissions should include a "Submission Cover Sheet" which is attached to this call for submission (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 is used only for preparing the Conference Program and the Proceedings). The elements required are: Title, names and affiliations of contributors, and the 200-word abstract.

Diskettes should be IBM/PC compatible (3.5"), with submitter's name on the diskette label. The file itself should be named "ABSTRACT.TXT" and be either in a Word or Word-Perfect (any version) or ASCII/DOS format. Please send FOUR (4) copies of your proposal directly to the Program Chair, at the address listed below, postmarked by February 15, 1997.

Donald E. Conlon, Program Chair, IACM 1997  
Department of Business Administration  
University of Delaware  
Newark, DE 19716 USA  
Phone: (302) 831-2081, Fax: (302) 831-4196  
E-mail: conlond@college.be.udel.edu

#### **PROCEEDINGS:**

Abstracts of papers, symposia, and debates 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.

#### **Local arrangements and Registration Information**

Norbert Ropers, Local Arrangements Chair  
Berghof Research Center for  
Constructive Conflict Management  
Altensteinstr. 48a,  
D-14195 Berlin, Germany  
Phone: (+49)30-8318090  
Fax: (+49)30-8315985  
E-mail: n.n@berghof.b.shuttle.de

## **IACM MEMBERSHIP INFORMATION:**

### **Dr. Tom Fiutak**

Center for Urban and Regional Affairs  
University of Minnesota  
248 Hubert H. Humphrey Center  
301 19th Avenue South  
Minneapolis, MN 55455  
Tel. (612) 625 3046

## **PROGRAM CONTENT AREAS:**

**Environmental and Public Resource Conflict:** Analyses of natural resources 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 effect 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.

# SUBMISSION COVER SHEET: IACM 1997

June 15-18, 1997, Gustav-Stresemann Institut, Bonn, Germany

-- 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.

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.

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 IBM/PC compatible (3.5"), with submitter's name on the diskette label. The file itself should be named "ABSTRACT.TXT" and be either in Word, WordPerfect or ASCII/DOS format. We will rely on diskettes when preparing copy for the Program and for the Abstracts Proceedings, so your cooperation in preparing this diskette is greatly appreciated.

[Continues on reverse side]

*Specific guidelines for preparing the Diskette*

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 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 1997, 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, 1997, to:

Donald E. Conlon, Program Chair, IACM 1997  
Department of Business Administration  
University of Delaware  
Newark, DE 19716 USA

Questions or problems? Contact Donald E. Conlon  
Phone: (302) 831-2081  
Fax: (302) 831-4096  
E-mail: conlond@college.be.udel.edu

#### 11. SUBMISSION CHECKLIST

- ONE (1) Submission Cover Sheet
- FOUR (4) printed copies of the submission
- TWO (2) separate copies of the 200 words abstract, with proposal title and authors' names
- ONE (1) 3.5" IBM-compatible Diskette containing Submission Cover Sheet information and 200 word abstract
- Postmarked by February 15, 1997.