

1998 CALL FOR SUBMISSIONS Eleventh Conference of the International Association for Conflict Management

June 7 - June 10, 1998
University of Maryland, College Park, Maryland (USA)

Program Theme: Building Bridges In Conflict Management

Submission Deadline: February 17, 1998

The International Association for Conflict Management was founded in 1988 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.

CONFERENCE THEME

The theme of this year's conference is **Building Bridges in Conflict Management**. Although not required, participants are encouraged to submit papers, symposia, debates, roundtables, workshops and exhibits consistent with this theme.

KEYNOTE ADDRESS

The Keynote Address will be given by the Honorable **Chester A. Crocker**, Landegger Distinguished Research Professor of Diplomacy at the School of Foreign Service at Georgetown University and Chairman of the Board of the United States Institute of Peace. Dr. Crocker served as US Assistant Secretary of State for African Affairs from 1981-1989. He developed the strategy and led the diplomacy that produced the treaties signed by Angola, Cuba, and South Africa in 1988, which resulted in Namibia's independence in 1990.

LIFETIME AWARD WINNER

The IACM 1998 Lifetime Achievement Award Winner is Prof. **Herbert C. Kelman**, Richard Clarke Cabot Professor of Social Ethics, Harvard University. Prof. Kelman will make an address at the conference and receive his award at the annual Awards Banquet, Tuesday evening, June 9.

THE 1998 PROGRAM COMMITTEE:

Program Co-Chairs: **Susan Brodt**, Duke University and **Roy J. Lewicki**, The Ohio State University. **Linda Babcock**, Carnegie Mellon University; **Bruce Barry**, Vanderbilt University; **Terry Boles**, University of Iowa; **William Bottom**, Washington University; **Carsten DeDreu**, University of Amsterdam; **Ray Friedman**, Vanderbilt University; **Ellen Giebels**, University of Groningen; **Etty Jehn**, University of Pennsylvania; **Tricia Jones**, Temple University; **Sanda Kaufman**, Cleveland State University; **Anne Lytle**, Hong Kong University of Science and Technology; **Alain Lempereur**, ESSEC; **Beta Mannix**, Columbia University; **Chris McCusker**, Yale University; **Judi McLean Parks**, Washington University; **Lourdes Munduate**, University of Sevilla; **Mara Olekalns**, University of Melbourne; **Rob Robinson**, Harvard University; **Jorn Rognes**, Norwegian School of Economics and Business Administration; **William Ross**, University of Wisconsin at LaCrosse; **Nadja Spegel**, University of Queensland; **Evert van de Vliert**, University of Groningen; **James Wall**, University of Missouri; **Laurie Weingart**, Carnegie Mellon University; **Betsy Wesman**, Syracuse University.

SUBMISSIONS:

You are invited to submit a paper, symposium, debate, roundtable discussion, workshop or exhibit. Innovative sessions, symposia, and debates are encouraged, as are research and theory targeted towards practitioners. Submissions should be consistent with one or more of the ten general Content Areas listed at the end of this CALL.

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/Roundtables: 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. Roundtable discussions typically involve a moderator/facilitator and a panel of participants representing different traditions or perspectives on an issue. Roundtable discussions that include a mixture of theoreticians and practitioners are especially encouraged. Persons submitting proposals for symposium, debate or roundtable proposals must describe the focal issue, qualifications and contributions of each participant, and indicate that they have commitments from all participants that they will register for and attend the meeting.

Workshops: These highly interactive, specialized sessions focus on sharing new techniques or approaches related to teaching, research, or practice. There is limited space on the program for workshops. Persons submitting workshop proposals must describe an overview of the workshop, including the session's goals and objectives, as well as the format to be used.

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 submissions (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 in either a Word or WordPerfect (any version) or ASCII/DOS format. Please send FOUR (4) copies of your proposal directly to the Program Co-Chair, at the address listed below, postmarked by February 17, 1998.

Dr. Susan Brodt, Program Co-Chair, IACM 1998
Fuqua School of Business
Towerview Drive
Duke University
Durham, NC 27706 USA
Phone: (919) 660 7831
Fax: (919) 681-6244
Email: <brodt@mail.duke.edu>

PROCEEDINGS:

Abstracts of papers, symposia, roundtables 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:

The conference will take place at the Inn and Conference Center, University of Maryland University College, College Park, MD 20742. The University is located just outside Washington, D.C., and can be reached from Baltimore Washington International Airport or Washington's National Airport.

1998 LOCAL ARRANGEMENTS COMMITTEE:

Local Arrangements Chair, **Michele J. Gelfand**;
Conference Coordinator: **France Pruitt**.

International Education Associates; **Dan Druckman**, George Mason University; **Dean Pruitt**, State University at Buffalo, **Catherine Tinsley**, Georgetown University.

For information, contact:

Dr. Michele Gelfand.

Local Arrangements Chair

Department of Psychology

University of Maryland

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IACM MEMBERSHIP INFORMATION:

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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.

SUBMISSION COVER SHEET: IACM 1998
June 7 - June 10, 1998, University of Maryland, College Park, Maryland USA

-- 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 diskette containing Submission Cover Sheet information and the 200 word abstract.

1. Name of presenter/organizer: _____

2. Address of presenter/organizer: _____

email address: _____

3. Phone and fax numbers of presenter/organizer: _____

4. Check one: _____ This is a paper or poster presentation session
_____ This is a symposium
_____ This is a debate
_____ This is a roundtable
_____ This is a workshop
_____ This is an exhibit
_____ 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, roundtable, workshop or exhibit proposal, include a separate title page with names, affiliations, telephone numbers, fax numbers and email addresses of all participants. Indicate the title and give a detailed description of each presentation. Also include a 200 word abstract of the central theme and purpose of the proposal, and a brief description of the method you will use to conduct the session (e.g., discussion, debate format, audience involvement, question-and-answer).

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 in a WordPerfect (any version), MSWORD, or ASCII/DOS format. We will reply on these diskettes when preparing copy of the Program and for the Abstracts Proceedings, so your cooperation in preparing this diskette is greatly appreciated. You may reclaim your diskette at the IACM meeting in June.

-- CONTINUES ON REVERSE SIDE --

Specific guidelines for preparing the Diskette

1. If possible, please provide a file in one of the requested formats.
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, please 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 1998, I agree to attend the conference and present this work, or if I am unable to attend, I will arrange for another person to do so.,

Signature

Date

10. Mail all material, postmarked by February 17, 1998, to:

Susan Brodt, Program Co-Chair, IACM 1998
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Duke University
Durham, NC 27708-0120 USA
Phone: 919.660.7831
Fax: 919.681.6244
email: susan.brodt@duke.edu

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) 3.5" IBM-compatible diskette containing Submission Cover Sheet information
and 200-word abstract

_____ Postmarked by February 17, 1998