

***IACM Program, June 24-28, 2006***

Draft 5.16.2006

Saturday June 24

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10-21:00	Registration	Upper Lobby
12-18:00	Board Meeting	Mozart
19:00	Board Dinner	Off site

Sunday June 25

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7:45-17:00	Bus departs for Canoe/Bike Trip	Foyer-Mezzanine Level
10-18:00	Registration	Upper Lobby
10-14:00	Meet for walking tour & lunch in Old Montreal	Lobby
18:00-20:00	Registration	Interlude
18:30	Welcome Cocktail	Interlude
19:00-20:30	Welcome Banquet	Opus I
20:00-20:30	Set-up posters	Interlude
20:30-22:00	Poster Session and Wine Tasting	Interlude

Monday June 26

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8-18:00	Registration	Opus II
8-9am	Breakfast	Opus II
9-10:15am	Parallel Sessions I	

***Session IA: Culture, Negotiations, and Creative Thinking***                      **Opus I**

Cultural barriers and mental borders: Multicultural experience facilitates creative thinking and problem solving

William W. Maddux (Northwestern University) & Adam D. Galinsky (Northwestern University)

Cultural Intelligence in International Business Negotiation

Wu Liu (Vanderbilt University) & Leigh Anne Liu (Georgia State University)

Intracultural and intercultural negotiations

Anne Lytle (University of New South Wales) & Harold Willaby (Michigan State University)

***Session IB: Experience, Norms and Standards***

**Beethoven**

Experience in integrative negotiations: What needs to be learned?

Simone Moran (Ben Gurion University of the Negev, Israel) & Ilana Ritov (Hebrew University, Israel)

The influence of group norms on representatives' behavior in intergroup negotiations: The role of standing and need to belong

Wolfgang Steinel (Leiden University, The Netherlands), Gerben A. Van Kleef (University of Amsterdam, The Netherlands), Daan Van Knippenberg (Erasmus University Rotterdam, The Netherlands), Michael A. Hogg (University of Queensland, Australia), Astrid C. Homan (Leiden University, The Netherlands), & Graham Moffit (University of Queensland, Australia)

Objective Standards Matter Too Much: The Use and Abuse of Absolute and Comparative Performance Feedback in Absolute and Comparative Judgments and Decisions

Don A. Moore (Carnegie Mellon University) & William M. P. Klein (University of Pittsburgh)

***Session IC: Symposium***

**Tchaikovsky**

***Trust and Collective Agreements in the Netherlands, Denmark and Spain***

Aukje Nauta (TNO Work & Employment, the Netherlands), Martin Euwema (University of Utrecht, the Netherlands), Sören Viemose (Kalovig Center for Negotiation, Denmark), Lourdes Munduate (University of Sevilla, Spain)

***Session ID: Symposium***

**Vivaldi**

***The Triumphs and Vicissitudes of Case Study Research***

Daniel Druckman (George Mason University), Dean Pruitt (George Mason University), Ken Kressel (Rutgers University) & James Wall (University of Missouri)

10:15-10:45am

Break

Opus II

10:45-12noon Parallel Sessions II

***Session IIA:  
Endowments, First Offers, and Concessions***

**Opus I**

Initial Ownership in Ultimatum Bargaining: Does it matter who owned the pie?  
Marijke Leliveld (Leiden University), Eric van Dijk (Leiden University) & Ilja van Beest  
(Leiden University)

Concessions in Negotiations: The Roles of Initial Assessment and Signaling on Outcomes of  
a Negotiated Agreement

Li Ma (Washington University), Sammy Showail (Washington University), Rachel  
Campagna (Washington University) & Judi McLean Parks (Washington University)

The First Offer Disadvantage: The Role of Perceived Vulnerability and Feelings of  
Dissatisfaction

Ashleigh Shelby Rosette (Duke University), JeAnna Abbott (University of Houston), &  
Shirli Kopelman (University of Michigan)

***Session IIB: Negotiation Theory***

**Beethoven**

A General Model of Strategic Reciprocation

William A. Donohue (Michigan State University) & Paul J. Taylor (University of  
Liverpool)

Forgiveness, Reconciliation, and Organizational Conflict

Greg Paul (Texas A&M University)

The Structure of Integrative Agreement: The Agreement Circumplex

Peter J. Carnevale (New York University)

***Session IIC: Perspective Taking***

**Tchaikovsky**

Egoistic but still successful? Social Motivation and Perspective Taking in Integrative  
Negotiations

Hueffmeier, Joachim (University of Kiel, Germany) & Troetschel, Roman (University of  
Kiel, Germany)

The effects of Epistemic Motivation and Information on Information Processing,  
Information Search and Negotiation Outcomes

Femke S. Ten Velden (University of Amsterdam) Bianca Beersma (University of  
Amsterdam) & Carsten K. W. De Dreu (University of Amsterdam)

Planning: The effects of negotiator focus and perspective taking on negotiation outcomes  
Kevyn Yong (Cornell University) & Wendi L. Adair (Cornell University)

***Session IID: Power & Competition***

**Vivaldi**

Power in Collaborative Rulemaking Processes: Writing the Rules for US Hydroelectric Project Licensing

Jill M. Purdy (University of Washington, Tacoma)

Counterintuitive Consequences of Conflict: Institutions, Culture and International Context

Jonathan Zartman (Samarkand State Institute of Foreign Languages)

Trait Competitiveness in Harmful Interpersonal Conflicts: Implications for Revenge and Working Harder

Jana L. Raver (Queen's University) & Jane O'Reilly (Queen's University)

12-13:30

Lunch

Aroma Restaurant

12-13:30

Lunch Meeting: *NCMR* Editorial Board

Concerto

13:30-15:00

Parallel Sessions III

***Session IIIA: Symposium Practitioners Symposium and Workshop***

**Opus I**

Larry Axelrod (The Neutral Zone Coaching and Consulting Services) & Patricia Gabel (Gabel International Corporation)

***Session IIIB: Perceptions, Ethics and Reputations***

**Beethoven**

The Portrayal of Interpersonal Conflict Management in Popular G and PG-Rated Animated Films

Joseph Zara-Noelle & Godfrey Steele (University of West Indies, St. Augustine)

Ethics across the Boundaries of Social Identity: The Role of Intergroup Bias in the Perception of Unethical Behavior

Bruce Barry, Amanda R. Carrico, William P. Smith, & Nathan Goates (Vanderbilt University)

Our Good Name: Organizational Identity & Reputation Repair

Rachel Campagna (Washington University at St Louis), Judi McLean Parks (Washington University at St Louis) & Faye Smith (Emporia State University)

Rising to Fame or Infamy? Domain as a Moderator in Reputation Formation Processes

Jennifer Dunn (University of Pennsylvania)

***Session IIIC: Negotiation Process***

**Tchaikovsky**

Prenegotiation and its Limits in Ethno-national Conflicts: A Systematic Analysis of Process and Outcomes in the Cyprus Negotiations  
Amira Schiff (Bar Ilan University, Israel)

Negotiation's process complexity: An intra-individual level analysis  
Maria Koutsovoulou (ESCP-EAP / Mind-Lab, Cnam)

Inside the Black Box: Processes and Precursors of Agreements in Civil Case Mediations  
James Wall (University of Missouri) & Suzanne Chan-Sarafin (Tulane University)

Communication media and negotiation  
Roderick Swaab (Northwestern University), Vicki Medvec (Northwestern University) & Daniel Diermeier (Northwestern University)

***Session IIID: The Self, Others, and Future Generations***

**Vivaldi**

Thinking about the future: Legacies, immortality, & the psychology of intergenerational decisions  
Kimberly Wade-Benzoni (Duke University)

Leaving a legacy: Intergenerational allocations of benefits and burdens  
Kim A. Wade-Benzoni (Duke University), Harris Sondak (University of Utah) & Adam Galinsky (Northwestern University)

Choosing tactics: Power, group norms and cost-benefit analyses for self and group  
Winnifred R. Louis & Deborah J. Terry (University of Queensland, Australia)

15:00-15:30 Refreshment Break

Opus II

15:30-17:00 Parallel Sessions IV

***Session IVA: Gender***

**Opus I**

Earning a Slice and Taking a Sliver: Behind Women's Smaller Piece of the Negotiation Pie  
Susan Crotty (Northwestern University) & Jeanne Brett (Northwestern University)

Gender and Competitive Accuracy  
Debra A. Gilin (Saint Mary's University) & Emily Tregunno (Saint Mary's University)

Flirting at the Bargaining Table: Differential Effects for Men and Women  
Laura Kray & Connson Locke (University of California, Berkeley)

Gender and First Offers: The Role of Stereotype Threat  
Laura Kray (University of California, Berkeley) & Michele Gelfand (University of Maryland)

***Session IVB: Judgment***

**Beethoven**

Error and Bias in Comparative Judgment: On Being Both Better and Worse Than We Think We Are

Don A. Moore (Carnegie Mellon University) & Deborah A. Small (University of Pennsylvania)

Correspondence Bias in Performance Evaluation: Why Grade Inflation Works

Don A. Moore (Carnegie Mellon University), Samuel A. Swift (Carnegie Mellon University) & Lauren DeVito (Carnegie Mellon University)

Cognitive dissonance in negotiation: Free choice or counter-attitudinal justification?

Corinne Bendersky (University of California, Los Angeles) & Jared Curhan (Massachusetts Institute of Technology)

Psychological Influences in Judgments of Fairness to Future Generations: The Role of Egocentrism & Uncertainty

Kimberly Wade-Benzoni (Duke University), Morela Hernandez (Duke University), Vicki Medvec (Northwestern University) & Dave Messick (Northwestern University)

***Session IVC: Symposium***

**Tchaikovsky**

***Negotiation Strategies in Different Types of Crisis Situations***

Martin C. Euwema (Utrecht University), Deborah Goodwin (Military Academy Sandhurst), Bill Donohue (Michigan State University), Paul J. Taylor (The University of Liverpool) & Ellen Giebels (University of Groningen)

***Session IVD: Symposium Graduate Students and Gurus***

**Vivaldi**

Cheryl Rivers (University of the Sunshine Coast) & Dan Druckman (University of Queensland)

*Pre-registration form available for students at the registration desk*

17:45-22:00    Depart for Optional Sugar shack Dinner    Foyer-Mezzanine Level

Tuesday June 27

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8:30-17:00 Registration Opus II

8-9am Breakfast Opus II

9-10:15am Parallel Sessions V

**Session VA: Mediation Opus I**

Israeli and U.S. Community Mediation

Tal G. Zarankin (University of Missouri-Columbia) & James A. Wall, Jr.(University of Missouri-Columbia)

Islam and conflict resolution: The third party roles of “Ulema” in Turkey

Talha Kose (George Mason University) & Nimet Beriker (Sabanci University, Istanbul)

The Determinants of Outcomes in Transformative Mediation

Tina Nabatchi (Indiana University), Lisa Blomgren Bingham (Indiana University) & David H. Good (Indiana University)

**Session VB: Culture and Negotiations Beethoven**

Cultural Integration of American Values in American Firms’ Presence in China: A Pilot Investigation of Organizational Acculturation in Foreign Business Operations

Long Wang (Northwestern University)

Collectivism, Individualism, and Outgroup Cooperation in a Segmented China

Bradley J. Koch (Nanyang Technological University) & Pamela T. Koch (Nanyang Technological University)

The Interplay between Internal and External Conflict: Managing Conflict Between and Within Teams for Trust in China

Paul S. Hempel (City University of Hong Kong), Zhi-Xue Zhang (Peking University) & Dean Tjosvold (Lingnan University, Hong Kong)

**Session VC: Trust (I) Tchaikovsky**

Trust, power (a)symmetry and misrepresentation in negotiation

Mara Olekalns & Philip Smith (University of Melbourne)

Self-Regulation in Ultimatum Bargaining: Controlling Emotion with Binding Goals

Dan Kirk, Peter Carnevale, & Peter Gollwitzer (New York University)

Target Trustworthiness as a Moderator of the Relationship between Happiness and Interpersonal Trust

Robert Lount (Northwestern University)

***Session VD: Violence, Politics and Perceptions***

**Vivaldi**

Reducing International Terrorism: Negotiation Dynamics in the U.S. Cuba Skyjack Crisis  
Karen A. Feste (University of Denver)

Elite Mobilization, Symbolic Politics and Elections in Sri Lanka  
A.R.M. Imtiyaz (Temple University)

The Impact of Jewish-Arab Encounters and the Discourse of the Holocaust on Mutual Perceptions  
Ben Mollov & Chaim Lavie (Bar-Ilan University, Israel)

10:15-10:45am Break

Opus II

10:45-12noon Parallel Sessions VI

***Session VIA: Perception and Mediation***

**Opus I**

The Antecedents of Taiwanese Subordinates' Perceptions  
Shu-cheng Steve Chi (National Taiwan University), Raymond A. Friedman (Vanderbilt University), & Mei-Yu Yang (National Taiwan University & Chihlee Institute of Technology)

Males and Females as Mediators: Disputant Perceptions  
Melissa G. Morrisett (DePaul University) & Alice F. Stuhlmacher (DePaul University)

The Strategic Style in Mediation  
Kenneth Kressel (Rutgers University-Newark)

***Session VIB: Frames***

**Beethoven**

Big Water Tales and Small Town Stories: Power and Identity Narratives in Protracted Environmental Disputes  
Ralph Hanke (Bowling Green State University) & Barbara Gray (The Pennsylvania State University)

Forward/Backward Contextual Frames Surrounding the Israeli-Palestinian Oslo I Accords  
Carsten Tripscha (Michigan State University), William A. Donohue (Michigan State University) & Daniel Druckman (George Mason University)

Interpretive Communities and Stakeholders' Framing of Intractable Conflicts  
Boris H.J.M. Brummans (University of Montreal), Barbara Gray (Pennsylvania State University), Ralph Hanke (Bowling Green University), Roy J. Lewicki (Ohio State University) & Carolyn Wiethoff (Indiana University)

**Session VIC: Trust (II)**

**Tchaikovsky**

The Repair of Trust: Insights, Integration, and New Directions from a Cumulative Series of Four Conceptual Models

Peter H. Kim (University of Southern California), Kurt T. Dirks (Washington University in St. Louis), Cecily D. Cooper (University of Miami) & Donald L. Ferrin (Singapore Management University)

Reciprocity in Dyadic and Multi-party Negotiations

Mary C. Kern (Baruch College), Laurie Weingart (Carnegie Mellon University) & Jeanne Brett (Northwestern University)

Too Good to be Trusted? The Effect of Performance Comparisons on Affective and Cognitive Trust

Jennifer Dunn (University of Pennsylvania) & Nicole Ruedy (University of Pennsylvania)

**Session VID: Symposium**

**Vivaldi**

***Complexity and Conflict: Toward a Dynamical Theory of Intractable Conflict***

Peter T. Coleman, Session Chair (Columbia University), Lan Bui-Wrzosinska (Warsaw School for Social Psychology, Poland), Andrzej Nowak (Florida Atlantic University) & Robin Vallacher (Florida Atlantic University)

12-13:30	Lunch	Concerto & Aroma
12-13:30	Lunch Meeting: Advisory Council	Mozart
13:45-15:15	Keynote Address: Frans de Waal (Emory University) <i>The First Kiss: Conflict, Reconciliation, and Negotiation in Animals</i>	Opus I
15:15-15:45	Refreshment Break	Opus II

15:45-17:00 Parallel Sessions VII

***Session VIIA: Identity***

**Opus I**

For Better or for Worse? The Influence of Global and Local Identities  
Srividya Jandhyala (University of Pennsylvania) & Lakshmi Ramarajan (University of Pennsylvania)

Identity Conflict in Negotiations  
Vera Sacharin (University of Michigan), Anne Lytle (University of New South Wales) & Shirli Kopelman (University of Michigan)

Identity Uncertainty and Compensatory or Non-compensatory Justice Judgments  
Chris Fredette (York University) & Chris Bell (York University)

***Session VIIB: Emotion***

**Beethoven**

Emotional conflict and creative synergy in interdisciplinary teams  
Kevyn Yong (Cornell University), Stephen J. Sauer (Cornell University) & Elizabeth A. Mannix (Cornell University)

Emotional Contagion in the Online Environment: Investigating the Dynamics and Implications of Emotional Encounters in Mixed-Motive Situations in the Electronic Context  
Liuba Y. Belkin (Rutgers University), Terri R. Kurtzberg (Rutgers University) & Charles E. Naquin (University of Notre Dame)

Anger in negotiation-sometimes it helps, sometimes it hurts: The moderating role of justifiability and power  
Gerben A. Van Kleef (University of Amsterdam) & Stéphane Côté (University of Toronto)

***Session VIIC: Relationships***

**Tchaikovsky**

Social Similarity and Opinion Conflict: The Impact of Relationship Concerns  
Cynthia S. Wang (Northwestern University), Katherine W. Phillips (Northwestern University), Denise Lewin Loyd (Massachusetts Institute of Technology) & Robert B. Lount, Jr. (Northwestern University)

How social category membership influences inequality aversion, betrayal aversion, and trust  
Kessely Hong (Harvard University) & Iris Bohnet (Harvard University)

Breaking Down Faultlines by Valuing Diversity: The Effects of Diversity Beliefs on the Functioning of Diverse Work Groups  
Astrid C. Homan (Leiden University), Daan van Knippenberg (Erasmus University Rotterdam), Gerben A. Van Kleef (University of Amsterdam) & Carsten K. W. De Dreu (University of Amsterdam)

*Session VIID: Organizations*

**Vivaldi**

Being the Same and Being the Different Simultaneously: Identifying (or not) with the Organization

Li Ma (Washington University), Judi McLean Parks (Washington University), Daniel G. Gallagher (James Madison University), Mark McDonald (Queen's University), Sammy Showail (Washington University) & Rachel Campagna (Washington University)

Top Management Team Conflict: Understanding the Complexities and Adopting a New Approach

Melissa Dobosh (Texas A&M University)

The role of dispositions in organizational politics: A Study of Big-Five Personality Dimensions for Different Facets of Organizational Politics

Imran Qaboos Cheema (University of Management and Technology, Pakistan)

17:15-18:30 IACM Business Meeting

Opus II

19:30-22:30 Awards Banquet

Opus I

Wednesday June 28

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8-9am Breakfast

Opus II

9-10:15am Parallel Sessions VIII

***Session VIIIA: Relationships, Rules, and Responsibility***

**Opus I**

Accepting responsibility as a key factor of mediation  
Jean Poitras (HEC Montréal)

Voluntary Cooperation at the Workplace  
Heidi Ittner (Otto-von-Guericke-University Magdeburg)

Relationships, Rules and Roles: Applying the 3Rs to Negotiation Processes in the British Maritime Industry  
Gordon Boyce (Queensland University of Technology) & Cheryl Rivers (University of the Sunshine Coast)

***Session VIIIB: Case Studies & Teaching***

**Beethoven**

Playing Red and Playing Blue: the 1990-94 Negotiation Miracle in South Africa  
Mark Young

Labor Conflict Mediation in Andalusia  
Roberto Martinez (University of Sevilla), Lourdes Munduate (University of Sevilla), Martin Euwema (Utrecht University)

The multi-actor simulation “Podocarpus National Park” as a tool for teaching and researching issue framing  
Art Dewulf (K.U.Leuven, Belgium) Rene Bouwen (K.U.Leuven, Belgium) Tharsi Taillieu (K.U.Leuven, Belgium)

***Session VIIIC: Negotiations and Organizations***

**Tchaikovsky**

From Bad to Worse: A Social Contagion Model of Organizational Misbehavior  
Merideth Ferguson (Vanderbilt University)

Instrumental harmony in Hong Kong organizations: Re-evaluating the influence of collectivism and Confucianism on workplace interactions  
Pamela Tremain Koch (Nanyang Technological University) Bradley J. Koch (Nanyang Technological University) & Lin Lu (Shanghai Jiaotong University)

Conflict, Learning, and Frustration: A Dynamic Model of Conflict over Time  
Matthew A. Cronin (George Mason University) & Katerina Bezrukova (Rutgers University)

***Session VIIID: Emotion, Respect & Satisfaction***

**Vivaldi**

How could you feel better about this situation? Mediator strategies for facilitating emotional appraisal and reappraisal in mediation

Jessica Katz Jameson (North Carolina State University) & Andrea M. Bodtker (West Chester University)

Emotional Intractability: The Effects of Perceptions of Emotional Roles on Immediate and Delayed Conflict Outcomes

Peter T. Coleman (Columbia University), Jennifer Goldman (Columbia University) & Kathrin Kugler (Columbia University)

“I’m Happy to Do What You Say if I Respect You”: The Moderating Effect of Transactional Leadership on The Relation of Interactional Justice and Job Satisfaction  
Steven Grover (University of Otago) & Amber Worthington (University of Otago)

10:15-10:45am

Break

Opus II

10:45-12noon Parallel Sessions IX

***Session IXA: Symposium***

**Beethoven**

***Understanding and Intervening in Relationship Conflict in Organizations: New Perspectives***

Sonja Rispens, Lindred Greer & Karen A. Jehn (Leiden University); Matthew A. Cronin (George Mason University) & Katerina Bezrukova (Rutgers University); Katherine Hamilton, Barbara Gray & Hong Ren (The Pennsylvania State University); Laurie Weingart (Carnegie Mellon University)

***Session IXB: Consequences of Conflict***

**Tchaikovsky**

Constructive Controversy for Organizational Synergy and CEO Leader Effectiveness in China

Guoquan Chen (Tsinghua University) & Dean Tjosvold (Lingnan University, Hong Kong)

Impact of conflict management style

Jean Poitras (HEC Montréal) & Aurlia LeTareau (HEC Montréal)

Conflict Styles and Conflict Transformation

Lydia Tolar (North Carolina State University) & Jessica Katz Jameson (North Carolina State University)

*Session IXC: Competition and Coalitions*

**Vivaldi**

How Individuals and Groups form Coalitions in Multi-party Settings

Ilja van Beest (Leiden University), Rudy Andeweg (Leiden University), Paul A. M van Lange (Free University) & Lukas Koning (Leiden University)

Going for the Win: Reactions to Perceived Advantage by Competitive and Cooperative Negotiators

Aaron S. Wallen (New York University)

Intergroup Conflict and Group Targets of Organizational Citizenship Behavior

Janelle Enns (University of Toronto) & Maria Rotundo (University of Toronto)

12-17:00

Framing Group Meeting

Brahms

Poster Session

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- (1) The One Hundred Most Important Books for Students of Conflict  
David Churchman (California State University)
  
- (2) Email-based Negotiations: An Analysis of the Effects of Early-stage Behavior on Process and Outcome  
Roger J. Volkema (American University), Denise Fleck (Federal University of Rio de Janeiro) & Agnes Hofmeister-Toth (Budapest University of Economic Sciences)
  
- (3) Power and Conflict in Cooperative and Competitive Contexts  
Francisco J. Medina, Lourdes Munduate, & Jose M. Guerra (University of Sevilla, Spain)
  
- (4) National Diversity and Conflict in Multinational Workgroups: The Moderating Effect of Nationalism  
Nailah Ayub (Leiden University) & Karen A. Jehn (Leiden University)
  
- (5) Effects of motivational orientation on processes and outcomes in virtual teams  
Stefan N. Melchior (University of Rostock) & Friedemann W. Nerdinger (University of Rostock)
  
- (6) Framing: An epistemological analysis  
Michael H.G. Hoffmann (Georgia Institute of Technology)
  
- (7) Evaluating Transformative Mediation in Practice: The Premises, Principles, and Behaviors of USPS Mediators  
Tina Nabatchi (Indiana University), Yuseok Moon & Lisa Blomgren Bingham (Indiana University)
  
- (8) Promoting Collaborative Decision-Making in International Institutions: The Role of Dispute Resolution in Facilitating Change  
Janel Smith (University of Victoria)
  
- (9) Street corner conflicts. Shifting frames in different relational contexts  
Noelle Aarts & Ir. Maartje van Lieshout (Wageningen University)
  
- (10) From Uncertainty to Sensemaking: A Theoretical Integration of Pattern Perception  
Jennifer Whitson (Northwestern University)
  
- (11) Managing conflict within and across cultures: Men and women are more similar than different  
Robert J. Oppenheimer (Concordia University)
  
- (12) Emic and Etic in Ethnic Identification of the Majority and Minorities  
Elena Lvina (Concordia University)

- (13) Decision rules and perspective-taking in group ultimatum bargaining  
Mitsuteru Fukuno (Hokkai Gakuen University, Japan)
- (14) An Analysis of Encounter Models in the Kantian / Hobbesian Philosophical Spirit  
Karen Doubilet (Bar-Ilan University Israel)
- (15) Intergroup Encounters for Palestinians, Israeli-Arabs, and Israeli-Jews: Challenges in the Intractable Conflict Setting  
Karen Doubilet (Bar-Ilan University, Israel)
- (16) Third party interventions: Implications of cultural context  
Harold Willaby (Michigan State University), Donald E. Conlon (Michigan State University), Anne Lytle (University of New South Wales) & Christopher J. Meyer (Baylor University)
- (17) Preventing People from Enrolling in Illegal Armed Groups, Unveiling Some Hidden Root Causes of the Perpetration of the Colombian Conflict  
Carlos M. Marin (Clark University)
- (18) Mediation and the Social Enterprise  
Nelarine Cornelius (Brunel University)
- (19) Examining the AmericaSpeaks Process in Cincinnati: How did Agenda-setting Occur and What were the Outcomes?  
Becky Nesbit (Indiana University), Lisa-Marie Napoli (Indiana University) & Lisa Blomgren Bingham (Indiana University)
- (20) The Role of Culture in the Negotiation Process  
Marc-Antoine Vachon (Université du Québec à Montréal) & Terri R. Lituchy (Concordia University)