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EDUCATION

Educated at Northwestern University, Ph.D., 1966, M.S., 1965. Social Psychology with
interdisciplinary work in International Relations and Sociology
Duke University, doctoral program, l961-1962
University of Michigan (Institute for Social Research), l961
Michigan State University, l961 (B.A. with honor)

POSITIONS

2001 - Vernon M. and Minnie I. Lynch Professor of Conflict Resolution, George Mason University

2001 - Adjunct Professor of Sabanci University, Istanbul, Turkey

1997 - Professor of Conflict Resolution, Coordinator of the Doctoral Program, Institute for Conflict
Analysis and Resolution (ICAR), George Mason University

1999 - Consultant and Network Faculty, Sabanci University, Istanbul, Turkey

1998 Visiting Faculty, Indian Institute of Management, Cochin, India

1997-2000 Consultant, Committee on International Conflict and Cooperation, National Research
Council/National Academy of Sciences

1991, 1992: Senior Research Scholar, International Institute of Applied Systems Analysis
(IIASA), Laxenburg (Vienna), Austria

1985-1997: Principal Study Director and Director, Committee on Techniques for the Enhancement of
Human Performance, National Research Council/ National Academy of Sciences

1985-1997: Senior Staff Officer, Committee on Social Science Contributions to the Prevention of
Nuclear War (1985-1992) and the Committee on International Conflict and Cooperation (1993-1997),
National Research Council/National Academy of Sciences

1989-1991: Co-Director, Committee on the Human Dimensions of Global Change, National Research Council/ National Academy of Sciences

1987-1988: Director, Committee on New Technologies in Cognitive Psychophysiology, National Research Council/National Academy of Sciences

1993-1997: Senior Contract Professor of Conflict Management, George Mason University
1984-1993: Adjunct Professor of Conflict Management, George Mason University

1982-1985: Senior Scientist and Program Manager, Booz, Allen & Hamilton Inc.

l980-1982: The Mathtech Scientist, MATHEMATICA, Inc.

1975-l979: Senior Research Scientist, MATHEMATICA, Inc.

1972-l975: Program Director, Social Psychology and Conflict Management, Institute Executive Committee, Institute for Juvenile Research

1966-1975: Senior Research Scientist, Institute for Juvenile Research, University of Illinois at the Medical Center

1965-1966: Instructor in Department of Psychology, Lake Forest College

1962-1965: Graduate Research Assistant, Department of Psychology, Northwestern University

1961-1962: Graduate Research Assistant, Department of Sociology, Duke University

SELECTED RESEARCH PROJECTS

At George Mason's ICAR:

-- Project on "Flexibility in International Negotiation and Mediation," workshops and special issue of the Annals

-- Sponsored research on "Utilizing Findings in Negotiation Training Programs," a project sponsored by the United States Institute of Peace

-- Experimental research on the role of values and ideologies in conflict resolution

-- Comparative research on turning points in negotiation

At IIASA:

-- Project on the determinants of negotiating flexibility using laboratory-simulation methodology

-- Comparative research on cases of international negotiations with multidimensional scaling

-- Meta-analysis of experimental studies of bargaining

At the National Research Council:

-- International conflict resolution evaluation methodologies (co-editor of book on International Conflict Resolution After the Cold War)

-- Project on the role of nationalism in international conflict

-- Project on the process of nuclear policy making including a case study of the INF negotiations (interviews with participants) and analyses of policy-maker backgrounds

-- Investigations of the scientific status of claims about a variety of techniques that purport to enhance individual, team, and organizational performance (4 edited volumes)

-- Project on the human dimensions of global environmental change with a focus on conflict and conflict resolution

At Booz, Allen & Hamilton:

-- A model of political stability used for analysis in less-developed countries

-- Evaluation of alternative START arms-control options for U.S. negotiators with the aid of computer modeling

-- Analyses of moves made in political-military simulations

At Mathtech:

-- Models and analyses of international negotiation applied to case studies of MBFR and military base-rights talks

-- Laboratory and field experiments on nonverbal indicators of deception and related intentions

-- Modeling of political and military elite mobility processes

EXPERIENCE PROFILE

At George Mason University, I teach courses in research methodology, negotiation, conflict and isms, and integration of the field of conflict analysis and resolution. I coordinate the doctoral program and contributed to the development of the Institute's curriculum which took effect in 1998. I also serve on more than ten dissertation committees and currently chair six of them. The University presented me with an excellence in teaching award in 1998. In addition to co-editing a text-book on conflict analysis (in progress), I have developed research teams that have produced student co-authored publications in refereed journals. An active research agenda has included projects on international negotiation and mediation, nationalism, game theory, and evaluation methodologies.

At the National Research Council, I have directed six committee projects and served as a senior staff officer to a seventh committee. A 15-year project on enhancing human performance resulted in five volumes (1988, 1991, 1994, 1997, and 1999). The project on new technologies in cognitive psychophysiology was a one year study that produced a report in 1989. A committee project on the human dimensions of global change has been sponsored in equal amounts by the National Science Foundation, the MacArthur Foundation, and the National Research Council Fund. This project produced a book published in December, 1991. The committee on contributions to the prevention of

nuclear war has been sponsored for six years by the Carnegie Corporation of New York and the MacArthur Foundation. A number of reports and books (including an Annual Review series) have been published to date. A project on International Conflict Resolution, also sponsored by Carnegie, began its work in September, 1995 and concluded with a co-edited voilume that appeared in 2000. In addition, I directed a project on assessing progress toward democracy and good governance with a report issued in 1992.

At Booz, Allen & Hamilton, I directed a large project on political instability in less-developed countries. The project team has constructed a framework for analyzing the current and future state of stability in a variety of countries. Application of the framework to particular countries demonstrates its usefulness. I also participated as a member of a team that developed foreign policy-making simulations; and I directed a negotiations analysis practice. Another project, supported by the Arms Control and Disarmament Agency, analyzed "Soviet Views of the U.S. START Proposal."

At Mathtech (a division of Mathematica), I directed projects on "Negotiation Models," "Content Analysis," "Political Elite Mobility Processes," and "Nonverbal Communication." The purpose of the work on negotiations was to develop a model that could serve as a framework to facilitate the organization of relevant data and for the preparation and conduct of international negotiations. Such a model was intended to give supporting staffs and negotiators a better grasp of the situations confronting them; to help them discern those aspects of the situation that can be controlled, and to provide information that can be used for position papers that outline options. The results of this work are presented in four reports issued between 1975 and 1978.

The work on content analysis was an attempt to compare applications of the technique in five areas of political analysis. This effort is summarized in a 1979 report. I contributed to a conceptual framework for political elite mobility processes (report issued in 1979) and completed a study of advancement in the Brazilian cabinet and military which resulted in a 1983 Journal article. In addition, I directed a large project on nonverbal communication with a focus on impression management and information processing. Seven reports have been issued on this project, and a book was published in 1982. My experience in the areas of bargaining, conflict management, coalition formation, and simulation contributed to the development of these projects.

At the Institute for Juvenile Research (National Institutes of Health support), I was Program Director of the Social Psychology and Conflict Management Program and was a member of the Institute's Executive Committee. Some of the projects I worked on at the Institute were as follows:

o The social psychology of dialogue--value dissensus and conflict of interest

o Bargaining behavior in conflict of interest situations--bilateral monopoly and resource distribution

o Determinants of willingness to compromise beliefs and interests in coalition formation

o Conceptual work on international negotiations, including systems theory approaches to conflict management

o Design and implementation of interactive problem-solving workshops in the area of health service-delivery.

TEACHING

I currently teach at George Mason University's Institute for Conflict Analysis and Resolution as a Professor of Conflict Resolution: graduate courses on research methods, negotiation processes, isms

and conflict, and social-psychological approaches to conflict resolution. Other teaching positions have been held at the University of Illinois (appointment at the University of Illinois Medical Center), Northwestern University, and Lake Forest College. Earlier in my career I have taught courses to undergraduates on such topics as social psychology, research methodology and statistics, developmental psychology, and introductory psychology.

I have served on or supervised a number of completed doctoral dissertations at such institutions as Johns Hopkins/SAIS (Lynn Wagner, Pamela Chesek), George Mason (Nimet Beriker, Vicki Rast, Moorad Mooradian, Susan Allen Nan, and Hugo van der Merwe), Northwestern (Kathleen Zechmeister, Roger Krause) and the University of Houston (Rhonda Love, Maurice Middlemark). In addition, numerous seminars and workshops have been conducted for diplomats at the United Nations (in conjunction with training programs at the Institute for World Affairs), foreign service officers, and other professionals on negotiation, nonverbal communication, and simulation.

AWARDS AND HONORS, APPOINTMENTS

Vernon M. and Minnie I. Lynch Chair in Conflict Resolution (awarded by George Mason University in 2001)

Elected a Fellow of the Society for the Psychological Study of Social Issues (Division 9, APA), 1999

Winner of George Mason University's excellence in teaching award, 1998

Winner of the 1995 Otto Klineberg Intercultural and International Relations Award (for work on nationalism), American Psychological Association, Division 9.

Doctoral dissertation selected as best in field of Measurement and Evaluation: Individual and Group Behavior, by the Creative Talent Awards Program of the American Institutes for Research, 1966-67

Biographical Records in Who's Who in Science and Engineering, Millennium Edition, 2000-2001; Who's Who in America, 2001-2002.

Grant from the Society for the Social Psychological Study of Social Issues for research on the simulation of political decision-making

James B. Duke Fellowship, Duke University

Sigma Xi

Graduate Research Assistant, Department of Psychology (Professor D. T. Campbell), Northwestern University

Consultant, Academy for Educational Development, Inc.

Member, International Relations Committee of SPSSI: A Compendium of Propositions on International Negotiations for the Arms Control and Disarmament Agency, and a proposal for analyzing UNCSTD in connection with work on the committee

Grant approved by NIH Population Council entitled "Resolving Conflicts over Population Policy"

Finalist in the Rockefeller-Ford competition on population policy research

Chairman, Research Work Group, Conference on Third Party Intervention in Community Crises sponsored by the American Psychiatric Association and the Johnson Foundation, Racine, Wisconsin

Member Executive Committee of the Institute for Juvenile Research

Advisory Board of Negotiation Institute, Inc.

Elected to membership in the Society of Experimental Social Psychology (1976)

Elected to International Advisory Board, Negotiation Journal (1989-2000; Associate Editor, 2001-)

Served as a referee for numerous professional Journals, for grant proposals (NSF, NIH, and Foundations), and for book publishers

Foreign Service Institute, Department of State, Member of Working Committee for Analysis of Case Studies of International Negotiations (1984-86)

Kettering Foundation workshop on "The Other Walls": Understanding Social-Political Barriers to Peaceful Change in International Relations (February, 1987)

Mershon Center/MacArthur Foundation workshop on "Psychological Approaches to Foreign Policy Making" (May, 1987)

Stanley Foundation 28th Strategy for Peace, U.S. Foreign Policy Conference panel on Multilateral Factors, October, 1987 (report distributed by the Foundation)

Mershon Center/Midwest Consortium for International Security Studies conference on "The Factors Shaping the Decision to Change Course in Foreign Policy" (February, 1989)

Brookings Conference on Conflict Resolution in Africa (October, l989)

Founding Member, Washington Interest in Negotiation (WIN seminar at SAIS, Johns Hopkins University)

Member, University Seminar in Political Psychology (The George Washington University)

Elected to Editorial Board, Journal of Conflict Resolution (1991 -)

Grant from the United States' Institute of Peace to develop a computer brainstorming program to assist negotiators, 1992-93

Member, Institutional Review Board (Committee to Review Studies on Human Subjects), National Academy of Sciences (1993- 1997)

Associate Editor, Simulation & Gaming: An International Journal of Theory, Design, and Research (1993-)

Panel of Reviewers, Mershon International Studies Review (1993- 1998)

Editorial Board, Journal of Applied Social Psychology (1994-)

Editorial Board and Founding Member, International Negotiation: A Journal of Theory and Practice (1995-)

Grant from the United States' Institute of Peace on "Utilizing Research in Negotiation Training Programs," 1996-97

Consultant to the Federal Trade Commission (1995)

Judge, Westinghouse Science Talent Search National Contest (1995-96)

International Editorial Advisory Board, American Behavioral Scientist (1998-)

Associate Editor, Negotiation Journal, 2001-

Chair, Klineberg Award committee, APA Division 9 (2001-2002)

PROFESSIONAL AFFILIATIONS

Sigma Xi

Society for the Psychological Study of Social Issues (Fellow) (American Psychological Association)

International Studies Association: Chairman, Peacemaking and Peacekeeping section (1979)

Peace Science Society (International)

International Society of Political Psychology

International Association for Conflict Management

PUBLICATIONS

"Conflict Domains: Warfare, Internal Conflicts, and the Search for Negotiated or Mediated Resolutions," Encyclopedia of Life Support Systems, in press (2002)

"Toward Integrated Knowledge,: chapter 18 in "Conflict: From Analysis to Intervention," Continuum, in press (2002).

"Negotiations," chapter 11 in "Conflict: From Analysis to Intervention," Continuum, in press (2002).

"Situations," chapter 6 in "Conflict: From Analysis to Intervention," Continuum, in press (2002).

"Conflict: From Analysis to Intervention," textbook co-edited with Sandra Cheldelin and Larissa Fast, Continuum, in press (2002).

"Computer-Assisted International Negotiation: A Tool for Research and Practice," with B. Ramberg and R. Harris, Group Decision and Negotiation (May, 2002).

"International Peacekeeping as Mediation," with J. Wall and P. Diehl, a chapter in J. Bercovitch (ed.) Studies in International Mediation: Essays in Honour of Jeffrey Z. Rubin, St. Martin's Press, 2002.

"Negotiation and Identity: Implications for Negotiation Theory." International Negotiation, (vol. 6, no. 2, 281-291, 2001.

"Case-Based Research on International Negotiation: Approaches and Data Sets" International Negotiation,. in press (vol. 7, no. 1, 2002). .

"Turning Points in International Negotiation: A Comparative Analysis," Journal of Conflict Resolution, 45, 519-544, August, 2001..

"International Conflict Resolution After the Cold War," co-edited with Paul Stern, Washington, D.C.: National Academy Press, 2000.

"Nationalism and War: A Social-Psychological Perspective," in D.J. Christie, R.V. Wagner, and D. Du Nann Winter (eds.) Peace, Conflict, and Violence: Peace Psychology in the 21st Century. Prentice-Hall, 2001.

"Evaluating Interventions in History: The Case of International Conflict Resolution," with Paul Stern, International Studies Review 2, 1: 33-63, Spring, 2000. (A longer version of this article appears as chapter 2 in P. Stern and D. Druckman (eds,) International Conflict Resolution after the Cold War. National Academy Press, 2000.)

"Frameworks, Techniques, and Theory: Contributions of Research Consulting in Social Science," American Behavioral Scientist 43: 1635-1666, August, 2000.

"The Social Scientist as Consultant," American Behavioral Scientist 43: 1565-1577, August, 2000.

Public and Private Cooperation in the Beltway, editor of a special issue of the American Behavioral Scientist vol. 43, no. 10, August, 2000.

"Identification of a Princess Under Incomplete Information: An Amarna Story," with Serdar Guner, Theory and Decision 48: 383-407, June, 2000.

"Hurting Stalemate or Mediation?: The Conflict over Nagorno-Karabakh,1990-95" with Moorad Mooradian, Journal of Peace Research 36: 709-727, 1999.

"Dimensions of International Negotiation: A Test of Ikle's Typology," with J. Martin, S, Allen Nan, and D. Yagcioglu, Group Decision and Negotiation 8: 89-108, 1999.

"Conflict Resolution Roles in International Peacekeeping Missions," with James Wall and Paul Diehl, pp. 105-134 in H-W Jeong The New Agenda for Peace Research,Aldershot, England: Ashgate, 1999.

International Negotiation as Social Exchange, special issue of International Negotiation, co-edited with Deborah W. Larson, 3 (2), 1998.

"Social Exchange Theory: Promises and Prospects," International Negotiation, 3: 253-266, 1998.

"From Research to Application: Utilizing Research Findings in Training Programs," with V. Robinson, International Negotiation, 3: 7-38, 1998.

"International Peacekeeping and Conflict Resolution: A Taxonomy with Implications," with P. Diehl and J. Wall, Journal of Conflict Resolution, 42: 33-55, 1998.

"Diplomacy in the Amarna Period: A Social-Psychological Analysis," with S. Guner, pp. 174-188 in R. Cohen and R. Westbrook (eds.) The Origins of Diplomacy, Johns Hopkins University Press, 2000.

"Evaluating Peacekeeping Missions," with Paul Stern, Mershon International Studies Review, vol. 41 (1),May, 1997, 151-165.

"Bridging the Gap Between Negotiating Experience and Analysis," Negotiation Journal, October, 1996, 371-383. Reprinted and up-dated pp. 231-244 in M. Wheeler (ed.) Teaching Negotiation: Ideas and Innovations. Program on Negotiation at Harvard Law School (PON Books), 2000.

"Enhancing Organizational Performance," co-edited with J.E. Singer and H. Van Cott, National Academy Press, April, 1997.

"New Military Missions" with P. Diehl and J. Wall, chapter 6 in D. Druckman et al. (eds.) Enhancing Organizational Performance. Washington, D.C.: National Academy Press, April, 1997.

"Conflict Management Training for Changing Missions," with P. Diehl and J. Wall, chapter 7 in D.Druckman et al. (eds.) Enhancing Organizational Performance. Washington, D.C.: National Academy Press, April, 1997.

"Negotiating in the International Context," in I.W. Zartman and L. Rasmussen (Eds.) International Conflict Resolution, United States Institute of Peace Press, April, 1997.

"Dimensions of International Negotiation: Structures, Processes, and Outcomes," Group Decision and Negotiation, vol. 6, no. 5, September, 1997.

"Nonverbal Behaviour as Communication," with R. Rozelle and J. Baxter, in O. Hargie (Ed.) Handbook of Communication Skills, second edition, Routledge, 1996.

"Simulating the Lausanne Peace Negotiations, 1922-23: Power Asymmetries in Bargaining," with Nimet Beriker, Simulation & Gaming, June, 1996, 162-183. Reprinted pp. 315-335 in D. Herz and A. Blatte (eds.) Simulation und Planspiel in den Sozialwissenschaften. Hamburg: LIT VERLAG Munster, 2000.

"Negotiation as a Search for Justice," with I.W. Zartman, L. Jensen, D. Pruitt, and P. Young, International Negotiations: A Journal of Theory and Practice, vol. 1, no. 1, 1996.

"Visibility and Negotiating Flexibility," with J. Druckman, Journal of Social Psychology, February, 1996.

Special issue of the Annals of the American Academy of Political and Social Science on "Flexibility in International Negotiation and Mediation," co-edited with C.R. Mitchell, November, 1995.

"Flexibility in Negotiation and Mediation: Introduction and Overview," with C.R. Mitchell, pp. 10-24 in the Annals of the American Academy of Political and Social Science, November, 1995.

"Flexibility - Nature, Sources, and Effects," with C.R. Mitchell, pp. 213-218 in the Annals of the American Academy of Political and Social Science, November, 1995.

"Situational Levers of Position Change: Further Explorations," pp. 61-80 in the Annals of the American Academy of Political and Social Science, November, 1995.

"The Educational Effectiveness of Interactive Games," pp. 178-187 in D. Crookall and K. Arai (Eds.) Simulation/Gaming Across Disciplines and Cultures: ISAGA at a Watershed," Sage, 1995.

"Has the 'Earthquake' of 1989 Toppled International Relations Theory?," with Paul C. Stern, Peace Psychology Review, 1, no. 2, 1995, 109-122.

"Is There a U.S. Negotiating Style?," International Negotiation: A Journal of Theory and Practice, 1, no. 2, 1996.

"Determinants of Compromising Behavior in Negotiation: A Meta-Analysis," Journal of Conflict Resolution, (September) 1994, 507-556.

"Tools for Discovery: Experimenting with Simulations," Simulation & Gaming, 25th Anniversay Issue,(December) 1994, 446-455.

"Socially Induced Affect," with Daniel McIntosh, in D. Druckman and R.J. Bjork (eds.) Learning, Remembering, Believing: Enhancing Human Performance, National Academy Press, (August) 1994, pp. 251-276..

"The Performance and Development of Teams," chapter 6 in D. Druckman and R.A. Bjork (Eds.) Learning, Remembering, Believing: Enhancing Human Performance, National Academy Press, (August) 1994, pp. 113=139.

"Learning, Remembering, Believing: Enhancing Human Performance," Co-editor with R. A. Bjork, National Academy Press, (August) 1994.

"Nationalism, Patriotism, and Group Loyalty: A Social-Psychological Perspective," Mershon International Studies Review, 38, 1, (April) 1994, 43-68. A longer version titled "Social-Psychological Aspects of Nationalism," appears in J. Comaroff and P. Stern (Eds.) New Perspectives on Nationalism and War, Gordon & Breach, 1995.

"Playing Two Games: Internal Negotiations in the Philippines," with J. Green, pp. 299-331 in I.W. Zartman (Ed.) Elusive Peace: Negotiating an End to Civil Wars, Brookings, 1995.

"The Situational Levers of Negotiating Flexibility," Journal of Conflict Resolution, 37, 1993, 236-276.

"Statistical Analysis for Negotiation Support," Theory and Decision, 34, 1993, 215-233.

"An Analytical Research Agenda for Conflict and Conflict Resolution," In D. Sandole and H. van der Merwe (Eds.) Conflict Theory and Practice: Integration and Application, Manchester University Press, 1993.

Global Environmental Change: Understanding the Human Dimensions, co-editor with P.C. Stern and O. R. Young, National Academy Press, 1992. (Published also in Brazil in Portuguese, 1993)

In the Mind's Eye: Enhancing Human Performance, editor and contributor with R. Bjork, National Academy Press, 1991.

"Hiding and detecting deception," chapter 9 in D. Druckman and R. Bjork (Eds.) In the Mind's Eye: Enhancing Human Performance, National Academy Press, 1991, pp. 148-170.

"Developing Careers," with L.W. Porter, chapter 5 in D. Druckman and R. Bjork (Eds.) In the Mind's Eye: Enhancing Human Performance, National Academy Press, 1991, pp. 80-104.

"Value Differences and Conflict Resolution: Familiarity or Liking?," with B. Broome, Journal of Conflict Resolution, 35, 1991, 571-593.

"Turning Points in the INF Negotiations," with J. Husbands and K. Johnston, Negotiation Journal, 6, 1991, 55-67.

"Models of Responsiveness: The Lausanne Peace Negotiations (1922-23)," with N. Beriker, Journal of Social Psychology, 131, 1991, 297-300.

"The Social Psychology of Arms Control and Reciprocation," Political Psychology, 11, 1990, 553-581. A somewhat different version of this paper appears in B. Ramberg (Ed.) Arms Control Without Negotiation: From the Cold War to the New World Order, Lynne Reinner Publishers, 1993.

"Alternative Models of Responsiveness in International Negotiation," with R. Harris, Journal of Conflict Resolution, 34, 1990, 234-251.

"Content Analysis in Research on International Negotiation," with the collaboration of P.T. Hopmann, pp. 244-263 in V. Kremenyuk et al. (Eds.) International Negotiation: Analyses, Approaches, and Issues, Jossey-Bass, 1991.

"Negotiations on Arms Control and Arms Reductions," collaboration with P.T. Hopmann, pp. 269-301 in V. Kremenyuk et al. (Eds.) International Negotiations: Analyses, Approaches, and Issues, Jossey-Bass, 1991.

Review Essay: The Social Psychology of Intergroup Conflict: Theory, Research, and Applications by W. Stroebe et al., Social Behaviour, 4, l989, 145-147.

Brain and Cognition: Some New Technologies, editor with John I. Lacey, National Academy Press, l989.

"Base-Rights Negotiations: Lessons Learned," pp. 177-215 in D.B. Bendahmane and J.W. McDonald, Jr. (Eds.) U.S. Bases Overseas, Westview Press, l990. A different version of this paper appears as an Occasional Paper published by the Center for Conflict Analysis and Resolution, George Mason University, l989.

"Stages, Turning Points, and Crises in the 1975-76 Spain Bases Negotiations," pp. 29-39 in D.B. Bendahmane and J.W. McDonald (Eds.) U.S. Bases Overseas, Westview Press, l990.

"Value Differences and Conflict Resolution: Facilitation or Delinking?" with B. Broome and S. Korper, Journal of Conflict Resolution, 32, 1988, 489-5l0.

"Behavioral Aspects of Negotiations on Mutual Security," with P.T. Hopmann, pp. 85-173 in P. Tetlock, J. Husbands, R. Jervis, P. Stern, and C. Tilly (Eds.) Behavior, Society, and Nuclear War. New York: Oxford University Press, l989.

Enhancing Human Performance: Issues, Theories, and Techniques, co-editor and contributor with J.A. Swets, National Academy Press, l988.

"Social Processes," with J.E. Singer et al., chapter 8 in D. Druckman and J. A. Swets (Eds.) Enhancing Human Performance: Issues, Theories, and Techniques. National Academy Press, 1988.

"Nonverbal Communication," with R. Rozelle and J. Baxter, in O. Hargie (Ed.) A Handbook of Communication Skills, Kent, England: Croom Helm Ltd., 1986, 59-94.

"Political Stability in the Philippines: Framework and Analysis," with J. Green, Denver Monograph Series in World Affairs, Vol 22, No. 3, 1986.

"Stages, Turning Points and Crises: Negotiating Military Base Rights, Spain and the United States," Journal of Conflict Resolution, 30, 1986, 327-360.

"Four Cases of Conflict Management: Lessons Learned," in D. B. Bendahmane and J. W. McDonald (Eds.) Perspectives on Negotiation, Washington, D.C.: Center for the Study of Foreign Affairs, Foreign Service Institute, 1986, 263-288.

"Bargaining and Gaming," with J. Schellenberg, Society, 23, 1986, 65-71. A different version authored by Schellenberg and Druckman appears as a chapter on "The Bargaining Problem" in J. A. Schellenberg, Primitive Games, Westview Press, 1989."

"Value Differences and Conflict Resolution," with S. Korper and B. Broome, Journal of Social Psychology, 126, 1986, 415-417.

"Expectations of Honest, Evasive, Deceptive Behavior," with R. Gordon, J. Baxter, and R. Rozelle, Journal of Social Psychology, 127, 1987, 231-233.

"New Directions for a Social Psychology of Conflict," pp. 25-42 in D. Sandole and I. Standhole-Staroste, Conflict Management and Problem Solving: Interpersonal to International Applications, 1988, Frances Pinter Ltd.

"Is Marcos Vulnerable? Analysis of Political Stability in the Philippines," with J. Green, pp. 36-41 in Planning Review, November, 1984.

"A Psychophysiological Analysis of Bargaining: ERPs and Facial Expressions," with D. Karis and E. Donchin, pp. 230-235 in R. Karrer et al (Ed.) Brain and Information, Annals of the New York Academy of Sciences, Volume 425, 1984.

"Experts in Political Risk Analysis: A Risky Basis for Estimates," with J. Green, pp. 85-100 in J. Rogers (Ed.) Global Risk Assessments: Issues, Concepts, and Applications, Book II, 1986.

"Analysis and Strategic Planning," pp. 189-210 in S. J. Andriole (Ed.) Corporate Crisis Management, Petrocelli Books, 1984.

"Regimes and Selection of Political and Military Leaders: Brazilian Cabinet Ministers and Generals," with E. Vaurio, Journal of Political and Military Sociology, Vol. 11, Number 2, 1983, 301-324.

"Information-Processing in Bargaining: Reactions to an Opponent's Shift in Concession Strategy," with D. Karis and E. Donchin, pp. 153-169 in R. Tietz (Ed.) Aspiration Levels in Bargaining and Economic Decision Making, Springer, Berlin- Heidelberg-New York, 1983.

Nonverbal Communication: Survey, Theory, and Research, with R. Rozelle and J. Baxter, Sage, Library of Social Research, 1982, 264pp.

"Social Psychology and International Negotiations: Processes and Influences," in R. F. Kidd and M. J. Saks (Eds.) Advances in Applied Social Psychology, Volume 2, Lawrence Erlbaum, 1983, 51-81.

"Resolving Conflicts of Interest and Ideologies: A Simulation of Political Decision-Making," with R. Love and R. Rozelle, Social Behavior and Personality: An International Journal, 1983, 11, 23-28.

"Henry Kissinger as Strategist and Tactician in the Middle East Negotiations," with P. T. Hopmann, in J. Rubin (ed.) Dynamics of Third Party Intervention: Kissinger in the Middle East. Praeger, 1981, 197-225.

"Social-Psychological Factors in Regional Politics," in W. Feld and G. Boyd (Eds.) Comparative Regional Systems. Pergamon, 1979, 18-55.

"Boundary Role Conflict: Negotiation as Dual Responsiveness," Journal of Conflict Resolution, 1977, 21. 639-662. This paper also appears in I. W. Zartman (ed.) The Negotiation Process: Theories and Applications. Sage, 1978.

"The Monitoring Function in Negotiation: Two Models of Responsiveness," in H. Sauermann (ed.) Contributions to Experimental Economics, Vol. 7, 1978, 344-374.

"Social-Psychological Aspects of International Relations," International Encyclopedia of Neurology, Psychiatry, Psychoanalysis, and Psychology. Van Nostrand Reinhold Co., 1976.

"Conflict of Interest and Value Dissensus: Two Perspectives," with R. Rozelle and K. Zechmeister, in D. Druckman (Ed.) Negotiations: Social-Psychological Perspectives. Sage, 1977, 105-131.

"Cultural Differences in Bargaining Behavior: India, Argentina, and the United States," with A. Benton, F. Ali and S. Bagur, Journal of Conflict Resolution, 1976, 20, 413-452.

"Performance Evaluation as a Determinant of Willingness to Defend a Counterattitudinal Position," with R. Rozelle, Social Behavior and Personality: An International Journal, Vol. 3, No. 2, 1975, 243-252.

"A Conflict Resolution Workshop for Health Service Delivery Professionals: Design and Appraisal," with T. Bonoma, International Journal of Group Tensions, 1977, 7, 1-28.

"Processes and Consequences of International Negotiations." with R. Mahoney, Journal of Social Issues, special issue on "Social Conflict," 1977, 33, 60-87.

"Social-Psychological Approaches to the Study of Negotiation," in D. Druckman (Ed.), Negotiations: Social-Psychological Perspectives, Sage, 1977, 15-44.

Negotiations: Social-Psychological Perspectives, Editor, 14 chapters, Sage, 1977, 416 pp.

"Determinants of Bargaining Behavior in a Bilateral Monopoly Situation II: Opponent's Concession-Rate and Attraction," with T. Bonoma, Behavioral Science, 1976, 21, 252-262.

Book Review: Process and Outcome of Negotiations by O. J. Bartos, American Political Science Review, 1976.

Book Review Essay: Simulation and Gaming in Social Science by M. Inbar and C. S. Stoll, Simulation and Games, 1974, 425-432.

"Toward Bridging the International Negotiation/Mediation Information Gap," with L. Iaquinta, International Studies Notes, 1974, 1 6-14.

"Simulation, Experimentation and Context: Dimensions of Design and Inference," with R. Mahoney, Simulation and Games, 1975, 6, 235-270.

"Determinants of Stereotyping in Three Cultures," with F. Ali and S. Bagur, International Journal of Psychology, 1974, 9, 293-302.

"Components of Value and Representation in Coalition Formation," with R. Krause and R. Rozelle, Journal of Peace Science, 1974, 1, 141-158.

"The Person, Role and Situation in International Negotiations," in M. G. Hermann and T. W. Milburn (Eds.), A Psychological Examination of Political Leaders, New York: Free Press, 1977, 409-456.

"Salient Solutions and the Bargaiing Behavior of Representatives and Nonrepresentatives," with A. Benton, International Journal of Group Tensions, 1973, 3, 28-39.

"Constituent's Bargaining Orientation and Intergroup Negotiations," with A. Benton, Journal of Applied Social Psychology, 1974, 4, 141-150.

"Conflict of Interest and Value Dissensus: Propositions in the Sociology of Conflict," with K. Zechmeister, Human Relations, 1972, 26, 449-466.

"Power and Utilities in a Simulated Interreligious Council: A Situational Approach to Interparty Decision-Making," with R. Rozelle, in J. Tedeschi (Ed.) Perspectives on Social Power. Aldine, 1974, 201-251.

"Human Factors in International Negotiations: Social-Psychological Aspects of International Conflict," Sage Professional Papers in International Studies (Monograph Series), 1973; Volume 2, Series No. 02-020 (96 pp.). Previously published as a bound report by the Academy for Educational Development, Inc. New York, 1971.

"Age, Representatives' Prior Performance and the Distribution of Winnings with Teammates," with D. Solomon, Human Development, 1972, 15, 244-252.

"Effects of Representational Role Obligations on the Process of Children's Distribution of Resources," with D. Solomon and K. Zechmeister, Sociometry, 1972, 35, 387-410.

"Determinants of Bargaining Behavior in a Bilateral Monopoly Situation: Opponent's Concession Rate and Relative Defensibility," with K. Zechmeister and D. Solomon, Behavioral Science, 1972, 17, 514-531.

"Determinants of Resolving a Conflict of Interest: A Simulation of Political Decision-Making," with K. Zechmeister, Journal of Conflict Resolution, 1973, 17: 63-88.

"Role Playing vs. Laboratory Deception: A Comparison of Methods in the Study of Compromising Behavior," with R. Rozelle, Psychonomic Science, 1971, 25, 241-243.

"The Influence of the Situation in Inter-Party Conflict," Journal of Conflict Resolution, 1971, 15, 523-554.

"On Acquiescence and Social Desirability, Journal of General Psychology, 1971, 85, 317-318.

"Understanding the Operation of Complex Social Systems: Some Uses of Simulation Design," Simulation and Games, 1971, 2, 173-195.

"On the Effects of Group Representation," Journal of Personality and Social Psychology, 1971, 18, 273-274.

"Conflict of Interest and Value Dissensus," with K. Zechmeister, Human Relations, 1970, 23, 431-438.

"Position Change in Cognitive Conflict as a Function of the Cue-Criterion Relationship and the Initial Conflict," Psychonomic Science, 1970, 19, 91-93.

"Consensus on Evaluative Descriptions of One's Own Nation, Its Allies, and Its Enemies," with L. D. Ludwig, Journal of Social Psychology, 1970, 81, 223-234.

"Double Agreement with Reversed Items: The Plausibility of an Alterative Explanation to Response Bias," Journal of General Psychology, 1970, 82, 63-75.

"Dogmatism, Prenegotiation Experience, and Simulated Group Representation as Determinants of Dyadic Behavior in a Bargaining Situation," Creative Talent Awards Monograph, CTA Series No. 7, July 1969, 71-79.

"Prenegotiation Experience and Dyadic Conflict Resolution in a Bargaining Situation," Journal of Experimental Social Psychology, 1968, 4, 367-383. Reprinted in: B. M. Bass and S. Deep, Readings in Organizational Psychology, Allyn and Bacon, 1971. Reprinted in: R. Ofshe, Interpersonal Behavior in Small Groups. Prentice-Hall, 1973.

"Ethnocentrism in the Inter-Nation Simulation," Journal of Conflict Resolution, 1968, 12, 45-68.

"Dogmatism, Prenegotiation Experience, and Simulated Group Representation as Determinants of Dyadic Behavior in a Bargaining Situation," Journal of Pesonality and Social Psychology, 1967, 6, 279-290. Reprinted in: P. S. Smith, Group Processes, Penguin, 1970. Reprinted in: F. E. Jandt, Conflict Resolution Through Communication. Harper and Row, 1972.

TECHNICAL REPORTS and OCCASIONAL PAPERS

"A Journey from the Laboratory to the Field: Insights on Resolving Disputes through Negotiation," Occasional Paper, Institute for Conflict Analysis and Resolution and Occasional Paper of the Program on International Conflict Resolution, Sabanci University, 2001..

"The Role of the Leader in International Relations: Challenging Person-Centered Analyses of Political Behavior," Davis Occasional Paper, No. 69, The Leonard Davis Institute for International Relations, The Hebrew University of Jerusalem, March, 1999.

"Recent Advances in Negotiation Theory and Application to Skills Training," with V. Robinson, in T.D. Sisk (ed.) New Approaches to International Negotiation and Mediation: Findings from USIP-Sponsored Projects, Peaceworks 30, United States Institute of Peace.

"Dimensions of International Negotiations: A Test of Ikle's Hypothesis," with J. Martin, S. Allen Nan, and D. Yagcioglu, Course Teaching Note 3, Pew Case Studies in International Affairs, Institute for the Study of Diplomacy Publications, Georgetown University, 1998.

"A Descriptive Profile of Austrian Negotiating Styles," with B. Spector, Working Paper, International Institute for Applied Systems Analysis, November,1994.

"A Comparative Methodology for Analyzing Negotiations," Working Paper WP-93-34, International Institute for Applied Systems Analysis, July, 1993.

"Social-Psychological Perspectives on Nationalism," In J. L. Comaroff and P.C. Stern (Eds.) Perspectives on Nationalism and War, Working Paper No. 163, Center for Studies of Social Change, New School for Social Research.

"Determinants of Compromising Behavior in Negotiation: A Meta-Analysis," Working Paper WP-93-3, International Institute for Applied Systems Analysis, February, 1993.

"Assessing Progress Toward Democracy and Good Governance," Prepared for the Panel on Issues in Democratization, Commission on Behavioral and Social Sciences and Education, National Research Council, 1992.

"The Situational Levers of Negotiating Flexibility," Working Paper WP-92-17, International Institute for Applied Systems Analysis, February, 1992.

"Negotiating Military Base-Rights with Spain, The Philippines, and Greece: Lessons Learned," Occasional Paper 2, Center for Conflict Analysis and Resolution, George Mason University, 1990.

"Analysis of Soviet Views of the U.S. START Proposal," with W. Baugh, Final Report submitted to ACDA, Booz, Allen & Hamilton, October, 1984.

"Analysis of Political Instability in the Philippines: Measures, Assessments, and Applications," Final Report, Booz, Allen & Hamilton, November, 1983 (325 pp.)

"Analysis of Political Instability in the Philippines II: Concepts, Methods, and Results," Technical Report, Booz, Allen & Hamilton, June, 1983.

"Analysis of Political Instability in the Philippines: Groups, Cleavages, and External Events," Technical Report, Booz, Allen & Hamilton, October 1982.

"Models of Perceived Honesty, Evasion, and Deception," Research Report III, MATHTECH, Inc., June, 1981.

"Micro-Momentary Expressions and the P300 Component of the Event Related Brain Potential: A Feasibility Study," with E. Donchin, D. Karis, and R. Lissak. Final Report submitted to Science Applications, Inc., May, 1981.

"Decoding and Encoding Nonverbal Clues," Research Report II, MATHTECH, Inc., May, 1981.

"Encoding and Decoding Nonverbal Clues," Research Report, MATHTECH, Inc., March, 1981.

"Nonverbal Indicators of Intentions and Information Processing," Final Report to DARPA, Mathtech, Inc., October, 1980

Political Elite Mobility Processes: Advancement in the Brazilian Military," with E. Vaurio, Research Report, MATHTECH, Inc., August, 1980.

"Revealing and Concealing Information: Nonverbal Indicators of Intentions," with R. Rozelle, and J. Baxter, Research Report, MATHTECH, Inc., May, 1980.

"Nonverbal Communication: Information Processing and Impression Management," with R. Slater, Research Report, MATHTECH, Inc., September 30, 1979.

"Planning and Assessment Study: Political Elite Mobility Processes," with F. Stech, R. Slater, and C. Sherbrooke, MATHTECH, Inc., August, 1979.

"Content Analysis: Technique and Applications," with R. Slater, Research Report, MATHTECH, Inc., July, 1979.

"Negotiation Assessment Model II: Mutual and Balanced Force Reductions," Research Report, MATHTECH, Inc., September, 1978.

"Soviet Objectives in MBFR," Research Report, MATHTECH, Inc., April, 1978.

"Negotiation Assessment Model I: Spain Military Base Rights Negotiations," Research Report, MATHTECH, Inc., September, 1976.

"Planning and Assessment Study: Negotiation Models," MATHTECH Inc. October, 1975.

Report prepared for the Arms Control and Disarmament Agency: Behavioral Science Findings and Concepts Relevant to International Negotiations: A Compendium in the Form of Propositions. Prepared for the project on Utilization of the Behavioral Sciences, ACDA/E-221, January, 1975.

COMPUTER PROGRAM

"Negotiator Assistant," developed for Apple MacIntosh PCs with R. Harris and B. Ramberg for the United States Institute of Peace, January, 1994.

"Negotiator Assistant," web-based version designed with R. Harris and D. Melia, 2001.

OP-ED and Magazines

"Helping Soldiers to Be All You Can Be," with J.A. Swets appeared in 25 newspapers during January-February, 1988 (also published interviews appeared in over 50 newspapers and in such magazines as Psychology Today)

"The Global Community and Change: Reframing Human Interactions with Nature for Tomorrow," in Inside Environment, Vol. 2, No. 8, August, 1990 (Pp. 1, 24, 25).

"Fooling Ourselves About Improving Ourselves," with R.A. Bjork syndicated to newspapers around the country and appearing during November, 1991.

"How Do You Improve Human Performance?," with R.A. Bjork, in American Psychological Society Observer, November, 1991, Vol. 4: Pp. 13-15.

"The Untapped Potential of Training," with R.A. Bjork syndicated to newspapers around the country during the fall, 1994.

"Organizations Should Look Before They Leap," with K. Cameron syndicated to newspapers around the country during the summer, 1997.

IN PREPARATION

"Mediation in Peacekeeping Missions," with J. Wall, under review, Journal of Conflict Resolution.

"Be All That You Can Be: Enhancing Human Performance, under review, Performance Improvement Quarterly.

Topic-level essay on "Conflict Domains: Warfare, Internal Conflict, and the Search for Negotiated or Mediated Resolutions," prepared for The Encyclopedia of Life Systems Support (EOLSS), 2002.

"The Bases and Consequences of Group Identities," in preparation for the journal National Identities.

"Escalation and Negotiation: A Turning-Points Analysis," prepared for the Processes of Negotiation project on Conflict Escalation and Negotiation (chapter in forthcoming edited book)

."Negotiation Processes and Post-Settlement Relations: Comparing Nagorno-Karabakh with Mozambique," co-authored with Terrence Lyons and prepared for the Processes of International Negotiation project on Forward-Looking Outcomes (chapter in forthcoming edited book)

"Doing Research: Methods of Inquiry for Conflict Analysis," a research methods text.

"Conflict Analysis: Structures and Behaviors," a volume of collected papers.

PRESENTATIONS

"Negotiated Settlements and Resolutions," presented at the International Studies Association, March, 2002, New Orleans.

Theme panel on the Nexus between International Relations and Comparative Politics, Internatyional Studies Association, March, 2002, New Orleans.

Invited lecture: Vernon M. and Minnie I. Lynch chair inaugural lecture: "Puzzles in Search of Researchers," January 25, 2002, George Mason University.

"Artificial Computer-Assisted International Negotiation: A Tool for Research and Practice," Hawaii International Conference for Systems Support, Kona, Hawaii, January, 2002 (Paper in Proceedings volume with Richard Harris and Bennett Ramberg.).

"Negotiating to Resolve Conflict," presented at the Pan-European IR Conference, Canterbury, England, September 10, 2001.

Invited lecture: "Negociacion y Resolucion de Conflictos." Pontifica Universidad Catolica del Peru, Facultad de Ciencias Sociales, Lima, Peru, August 22, 2001.

"Settlements and Resolutions: Consequences of Negotiation Processes in the Laboratory and in the Field," prepared for the Conference on Conflict Management Indicator," Halifax, Nova Scotia, June 20-30, 2001.

Chair and presenter on the panel "Turning Points in Conflict Careers,: at the annual meeting of the International Association of Conflict Management, Paris, June 24-27, 2001.

"Utilizing Research Findings in Training Programs," presented at the Roundtable on "Comparative Approaches to Negotiation" organized for the annual meeting of the International Association of Conflict Management, Paris, June 24-27, 2001.

"Advances in Negotiation Research," paper prepared for the symposium on "issues in International Conflict Resolution" at the annual meeting of the International Association of Conflict Management, Paris, June 24-27, 2001.

Invited lecture: "Enhancing Human Performance: Fifteen Years of Study by the National Research Council," Regional meeting of Division 14 (Organizational Psychology) of the American Psychological Association, Raleigh, NC, March 30, 2001

Invited presentation: "Turning Points in Cases of International Negotiation," Project on Negotiation workshop on "Critical Moments," Cambridge, MA, March 12, 2001

"New Advances in Negotiation Theory and Research," presentation at the annual meeting of the International Studies Association, February 24, 2001.

Invited lecture: "The Bases and Consequences of Group Loyalty: From Individual Identities to Collective Action," Tbilisi State University, Tbilisi, Georgia, December 14, 2000.

"Turning Points in Negotiation and Mediation: International and Domestic Cases," presentation at the annual meetings of the International Society of Political Psychology, Seattle, Washington, June 1, 2000.

"Negotiation Processes and Post-Settlement Relationships: Comparing Nagorno-Karabakh with Mozambique," presentation with Terrence Lyons for the "Forward-Looking Outcomes" project," of the Processes of International Negotiation program, Helsinki School of Economics, June 9-10, 2000.

Introduction and Theme presentation on Conflict Research at the "International Conflict Resolution Workshop," Sabanci University, Istanbul, Turkey, May 26-27, 2000.

"Case-Based Research in International Negotiation: Approaches and Data Sets," presentation to the "Workshop on Establishing a Data Set on Intrastate and International Negotiations and Mediation," University of Maryland, May 3-4, 2000.

"A Journey from the Laboratory to the Field," Colloquium presentation, Institute for Conflict Analysis and Resolution, April 20, 2000.

Invited lecture: "Resolving Disputes Through Negotiation: What Does the Research Tell Us?" The Institute of Public Policy, George Mason University, January 27, 2000.

Invited career lecture: "A Journey from the Laboratory to the Field: Insights on Resolving Differences through Negotiation," The Program on International Conflict Analysis and Resolution, Harvard University, December 6, 1999.

"Comparative Analyses of Turning Points in International Negotiation," presentation for the "Escalation and De-escalation Processes in Negotiation" project of the Processes on International Negotiation program, Stockholm, Sweden, June 28-29, 1999.

Chair and presenter, Symposium on "Ripeness for Resolution: How Intractable Conflicts End," International Association for Conflict Management, San Sebastian, Spain, June 20-23, 1999.

"Mediation or Hurting Stalemate: Attempts to Settle the Conflict over Nagorno Karabakh," presentation to the Washington Interest in Negotiation group, Johns Hopkins University, June, 1999.

Invited lecture: "The Comparative Case Study Method for Testing Hypotheses about International Negotiation," Bilkent University, Ankara, Turkey, November 24, 1998.

"The Role of the Leader in Negotiation: Theoretical Background," presentation at a conference on "Peacemaking and Negotiation in the Arab-Israeli Conflict," the Hebrew University, Jerusalem, November 17-19, 1998.

"Approaches to Political Psychology," discussant at a conference on "Major Unilateral Initiatives in International Bargaining," on the Twentieth Anniversary of the Camp David Accords, University of Maryland, October 24, 1998.

"Comparative Research on International Negotiation," paper presented at the annual meeting of the International Association of Conflict Management, College Park, Maryland, June, 1998.

"An Empirical Evaluation of Ikle's Typology of Negotiation," panel presentation at the annual meeting of the International Studies Association, Minneapolis, March, 1998.

Invited address: "From Research to Application: Utilizing Findings on Negotiation in Training Programs," presented to the Capital Area Social Psychological Association, October 18, 1997.

Discussant, panel on "Cognition and Theories of Choice," American Political Science Association annual meetings, Washington, D.C., August 28-31, 1997.

"The Making of Effective Organizations," (with Kim Cameron and Jerry Singer) Science and Public Policy Seminar sponsored by The Federation of Behavioral, Psychological, and Cognitive Sciences, Library of Congress May 9, 1997.

"Linking Peacekeeping with Conflict Resolution: A Taxonomic Analysis with Implications," paper presented with Paul Diehl and James Wall at the International Studies Association, Toronto, March, 1997.

Chair, roundtable on "Evaluating Peacekeeping Missions," International Studies Association, Toronto, March, 1997.

"A Social-Psychological Approach to Ancient Diplomacy," presented at the Bellagio conference on the "Origins of Diplomacy," September 16-20, 1996.

"Status and Bargaining in the Amarna Letters," presented at the Bellagio conference on the "Origins of Diplomacy, September 16-20, 1996.

Panelist, "Guns and Butter" showcase symposium at the Academy of Management meetings, Cincinnati, August 12, 1996.

Chair, roundtable on "Evaluating International Conflict Interventions," International Association of Conflict Management, Ithaca, NY, June 5, 1996.

Chair, panel in honor of Otto Klineberg on "Social Psychology and International Relations," 60th Anniversary meeting of the Society for the Psychological Study of Social Issues, Ann Arbor, June 1, 1996.

Invited lecture: "Negotiating International Agreements: What Does the Research Tell Us?", Bilkent University, Ankara, Turkey, May 16, 1996.

Chair and facilitator, Roundtable on "Publish and/or Perish: Guidelines for Publishing in Journals," Institute for Conflict Analysis and Resolution, George Mason University, May 12, 1996.

Discussant, "The Role of Affect in International Relations: Annual Meeting of the International Studies Association, San Diego, April, 1996

Discussant, Panel on "Experimental Approaches to the Study of Foreign Policy Decision Making," Annual Meeting of the International Studies Association, San Diego, April, 1996.

Chair and commentator, panel on "Traditional versus Modern Conflict Management," conference on "Traditional African Conflict Medicine," annual conference of the African Studies Program, SAIS, Johns Hopkins University, March 29, 1996.

Panelist, Roundtable on "Norms, Interests, and Social Exchange," Annual Meeting of the American Political Science Association, Chicago, September, 1995.

Chair, Special Symposium on "Flexibility in International Negotiation and Mediation," International Association of Conflict Management, Lo-Skolen, Helsingor, Denmark, June 12, 1995

Invited address: "Learning, Remembering, Believing," presented to the Ninth Conference on Military Medicine, Uniformed Services University of the Health Sciences, November 7, 1994.

Chair, panel on "Learning, Remembering, Believing," International Conference on the Practical Aspects of Memory, University of Maryland, August 3, 1994.

"Negotiating in the International Context," presented at the National Research Council planning meeting on International Conflict Resolution, Washington, D.C., May 6-7, 1994.

"Categories for Analyzing National Negotiating Behavior," presented at the USIP workshop on "The Comparative Analysis of National Negotiating Behavior: Toward the Development and Use of a Public Database," Washington, D.C., April 25-26, 1994.

"Flexibility in Approaches to Conflict Resolution," convenor, presenter, and co-host of conference held at George Mason University, Fairfax, Va., April 22-23, 1994.

"Negotiation in an Evolving World Agenda: Explaining the Process," panelist, International Studies Association, Washington, D.C., March, 1994.

Invited lecture: "Bargaining and Conflict Analyses of International Negotiations," Maxwell School of Public Policy and Citizenship, Syracuse University, February 28, 1994.

"Contributions of Research on Negotiations to Political Psychology," presented to the annual political psychology summer workshop, Ohio State University, August 12, 1993.

"Bridging Theory and Practice," presented at the US Institute of Peace conference on "Dialogues on Conflict Resolution," July 15, 1992, Washington, D.C.

"The Situational Levers of Negotiating Flexibility: Experiments, Comparative Case Studies, Diagnoses, and Meta-Analyses," presented to the University Seminar in Political Psychology, George Washington University, April 21, 1992.

"Meta-Analysis of the Situational Determinants of Negotiating Flexibility," presented at the International Institute of Applied Systems Analysis, Laxenburg, Austria, March 16, 1992.

Invited lecture: "When Belligerents Bend: Findings from Experimental Research About Negotiator Flexibility," United States Institute of Peace, January 8, 1992.

"Flexibility in International Negotiations," presented to the WIN seminar at SAIS, Johns Hopkins, December 16, 1991.

"Social-Psychological Aspects of Nationalism," presentation at the National Research Council workshop on Nationalism and International Conflict, Washington, DC, November 15-16.

"Statistical Analysis for Decision Support," presentation at the PIN Systems Analysis meeting, October 9-10, 1991 at IIASA, Laxenburg, Austria.

"Soviet-American Collaboration in Research on Negotiation Processes," presented at the International Studies Association, Vancouver, March, 1991.

Invited lecture: "Bargaining and Conflict Analyses of International Negotiations," Dispute Resolution Research Center, Kellogg Graduate School of Management, Northwestern University, February, 1991.

Invited lecture: "Alternative Models of Reciprocity in International Negotiations," IIASA, Laxenburg, Austria, March, 1990.

"Nationalism and International Conflict," Paper presented at the American Psychological Association, New Orleans, August, l989.

Chair and paper presentation on "The Role of Unilateral Initiatives in Soviet-American Relations," International Society of Political Psychology, Tel Aviv, June, 1989.

Discussant for paper on "Simulation as an Approach to the Study of International negotiation," IIASA, Laxenburg, Austria, June, l989.

Presentation to the Governing Board, National Academy of Sciences on "Brain and Cognition" study, Washington, D.C., April, l989.

"The Human Dimensions of Global Change," presented to the International Studies Association, London, March, l989.

"The Social Psychology of Arms Control and Reciprocation," paper presented at the International Studies Association, London, March, l989.

"Group Processes and Changes in Foreign Policy," paper presented to the Mershon Center conference on "Changes in Foreign Policy," Ohio State University, February, l989.

"A Social-Psychological Perspective on Unilateral Initiatives in Soviet-American Relations," presented at the American Academy of Arts and Sciences, Cambridge, Massachusetts, October, l988.

Discussant on M. Deutsch's "Social-Psychological Research on Conflict," International Social Science Council meeting on peace research, National Academy of Sciences, Washington, D.C., September, l988.

Invited lecture, "Applying Negotiation Theory to International Negotiating," sponsored by the Departments of Psychology and Political Science, the Mershon Center, and the Dispute Resolution Program at Ohio State University, June 2, l988.

Chair of panel on bargaining models at Peace Science Society International meeting, College Park, Maryland, June, l988.

Discussant/commentator on the "U.S.-Canada Free-Trade Agreement," symposium sponsored by the Center for the Study of Foreign Affairs, Foreign Service institute, Washington, D.C., March, l988.

Invited lecture: "Enhancing Human Performance" Human Factors Army Engineering meeting, Baltimore, March, l988.

"Value Differences and Conflict Resolution," presented to the WIN seminar, Washington, D.C., February 1988.

Discussant on paper on "The Systems of International Negotiations," joint U.S.-U.S.S.R. Academy conference on interdependence, National Academy of Sciences, Washington, D.C., January, 1988.

Discussant/commentator on the "Conference on Security and Cooperation in Europe," symposium on U.S. Negotiating Styles sponsored by the Center for the Study of Foreign Affairs, Foreign Service Institute, Washington, D.C., December, l987.

"Coalition Theory in Foreign Policy Making," presented at the Mershon Center, Ohio State university, November, l987.

Panel on "The Diplomat as Negotiator: A Matter of Rules or Intuition?" The United States Institute of Peace, Washington, D.C., November, l987.

Invited presentation: "Empirical Analysis of Foreign Political and Military Elites," Defense Systems, Inc., McLean, Virginia, November, l987.

"Behavioral Aspects of International Negotiation," Paper presented at the International Studies Association" panel on "How Nations Negotiate: Research Since Ikle's 1964 Classic," Washington, D.C., April, 1987.

"Stages and turning points in the base-rights talks between Spain and the United States," Symposium on base-rights negotiations, Foreign Service Institute, U.S. Department of State, April, 1985.

"The Bargaining Problem Revisited," Panel at the annual meetings of the American Association for the Advancement of Science, New York, May, 1984.

Invited lecture: "Forecasting Deadlocks in International Negotiations: Military Base Rights Talks." Presented to Seminar on International Diplomacy, School for Advanced International Studies (SAIS), Johns Hopkins University, April, 1984.

"Comparing North-South to East-West Negotiations: Issues and Processes," Panel at the International Studies Association, Mexico City, April, 1983.

"Political Instability in LDCs," Panel on Political Instability, International Studies Association, Mexico City, April 1983.

"Information-Processing in Bargaining" Third Conference on Experimental Economics, Frankfurt, Germany, September, 1982.

"The Generality of Research on Negotiations Across Levels of Complexity, presented at the Annual Meeting of the International Society of Political Psychology, Washington, June, l982.

"East-West versus North-South Negotiations: A Comparison of Processes and Influences" Paper presented at the International Studies Association Meetings, Cincinnati, March, 1982.

Discussant for panel on "Determinants of Cooperation and Trust." Center for Conflict Resolution, George Mason University, March, 1982.

"Social-Psychological Approaches to International Conflict." Symposium held at the Society of Experimental Social Psychology Annual Meeting, Nashville, TN, November, 1981.

"Roles Played by Psychological Factors in International Security Affairs." Panel held at International Studies Association Meetings, Los Angeles, March, 1980.

"Negotiating Security Agreements." Panel held at the Section on Military Studies (SOMS) meeting in Pittsburgh, October, 1979.

"Cumulation in International Relations Research: Conflict Resolution." Panel held at the International Studies Association Meetings in Toronto, Canada, March, 1979.

"Towards a Theory of Bargaining." Workshop held at the Society of Experimental Social Psychology Annual Meeting, Princeton, November, 1978.

"Evaluation of Theory and Research on International Bargaining and Negotiations." Paper presentation and chair of session, Midwest Political Science Association Meetings, Chicago, April, 1978.

"Peace-Making and Peace-Keeping: International Negotiations," Chair, International Studies Association, February, 1978.

"The Monitoring Function in Negotiation", presented to the Second Conference on Experimental Economics," Frankfurt, Germany, September, 1977.

"Negotiation Models and the Problem of Responsiveness," International Studies Association, St. Louis, March, 1977.

"The Future of Conflict Resolution in Judicial and Administrative Forums," Panelist, National Conference of the American Society for Public Administration, Washington, DC, 1976.

"Four Approaches to the Study of Negotiations," Conference on Negotiation Research, Center for the Creative Study of Leadership, Greensboro, North Carolina, July, 1975. (Appears in Proceedings.)

"Alternative Perspectives on the Study of Elites," Symposium on Approaches to Elite Analysis, MATHEMATICA, Inc., June, 1975, (published in the Proceedings Volume).

"Evaluation of Research Utilizing Simulations," National Gaming Conference, Pittsburgh, Pa., 1974.

Panel on "The Induction of Cooperation between Hostile and Distrusting Parties," American Psychological Association Meetings, September, 1974, New Orleans.

Panel on "Bargaining and Negotiation," American Psychological Association Meetings, September, 1974, New Orleans.

Moderator for panel on "International Negotiations," International Studies Association, St. Louis, March, 1974.

Panel on "Research Design in Third-Party Intervention," American Psychiatric Association, September, 1973, Johnson Foundation, Racine, Wisconsin (presentation is summarized in a pamphlet distributed by the APA task force on Third-Party Intervention).

"An Ecological Generality Model of Conflict," Peace Science Society Meetings, St. Louis, April, 1973.

Invited lecture: "A Critical Survey of Research on Negotiations," Mershon Center, Ohio State University, 1972.

"Simulation as a Proposition-Testing Device," Speech Communication Association, December, 1972.

"Explorations in Conflict of Interest and Value Dissensus," Albany Symposium on Power and Influence, with R. Rozelle, October 9-11, 1972.

Presentation of cross-cultural studies on role obligations at the annual meeting of the International Studies Association, with A. Benton, 1972.

Moderator of Symposium on "Innovations and Developments in the Use of Social Simulations," American Psychological Association Meetings, 1972.

Discussant for panel on the "The Use of Psychological Techniques for Reducing International Tensions," New England Psychological Association, November, 1971.

Moderator of Symposium on "Recent Developments in Social simulation," 1971, American Psychological Association Meetings.

"Performance Evaluation as a Determinant of Willingness to Compromise Beliefs," with R. Rozelle. Presented at Western Psychological Association Meetings in San Francisco, 1971.

"The Extension of Studies of Interpersonal Accommodation to Children," Discussion-leader (moderator) for the 1970 Discussion Panel at the American Psychological Association Meetings in Miami.

"Simulation Techniques Used for Socialization into Complex Social Systems," prepared for the 1969 Discussion Panel: "Convergent Research Approaches to Political-legal Socialization: Implications for Decision-Makers," American Psychological Association, Washington, D.C.

"Variables Affecting Children's Distribution of Resources," with D. Solomon, and K. Zechmeister, Midwestern Psychological Association, Cincinnati, 1970.

"Determinants of Children's Bargaining Behavior in a Bilateral-Monopoly Situation," with D. Solomon and K. Zechmeister, Western Psychological Association Meetings, Vancouver, 1969.

"Double Agreement: Response Set versus Social Desirability," Psychonomic Society Meetings, Chicago, October, 1967.

"Ethnocentrism in Simulated Settings," American Psychological Association Meetings, Washington, September 3, 1967. (Abstract in American Psychologist, July 1967.)

"Situational and Personality Variables as Determinants of Bargaining Behavior," Western Psychological Association Meetings, San Francisco, May 4, 1967.