DEAN G. PRUITT

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E-Mail: dean@pruittfamily.com

Marital status: Married

Birthdate: December 26, 1930

Birthplace: Philadelphia, Pennsylvania

Number of children: 3

College attended: Oberlin College, A.B., 1952 Graduate school: Yale University, M.S., 1954

Yale University, Ph.D., 1957

ACADEMIC POSITIONS HELD:

Visiting Scholar, Institute for Conflict Analysis and Resolution, George Mason University, 2001-present

SUNY Distinguished Professor Emeritus, University at Buffalo: The State University of New York, 2001-present.

Associate Professor to Distinguished Professor, Department of Psychology, University at Buffalo: The State University of New York, 1966-2001.

Assistant to Associate Professor, Department of Psychology, University of Delaware, 1961-1966. Research Associate, International Relations Program, Northwestern University, 1959-1961. Postdoctoral Fellow, Department of Psychology, University of Michigan, 1957-1959.

HONORS:

Most Influential Article/Chapter Award, Conflict Management Division of the Academy of Management, 1998 Lifetime Achievement Award, International Association for Conflict Management, 1997.

Wilhelm Wundt Award, New York State Psychological Association, 1996.

Outstanding Book Award, International Association for Conflict Management, 1996.

Award for Significant Contribution to Conflict Management Literature, International Journal of Conflict Management, 1994.

Outstanding Book Runner-Up Award, International Association for Conflict Management, 1994.

Award for Best Paper on the Theory of Conflict, Seventh Annual Conference of the International Association for Conflict Management, 1994.

Harold D. Lasswell Award for Distinguished Scientific Contribution to Political Psychology, International Society of Political Psychology, 1992.

Distinguished Professor.

Guggenheim Memorial Foundation Fellowship: 1978-1979.

Who's Who in America.

Who's Who in Science and Engineering.

Charter Fellow, American Psychological Society.

Fellow, American Psychological Association (Divisions 8, 9, and 48). Sigma Xi. Phi Beta Kappa.

AREAS OF INTEREST:

Social Conflict Negotiation and Mediation International and Ethnopolitical Conflict Social Psychology Political Psychology

PROFESSIONAL ACTIVITIES:

Editorial Board Member, *International Negotiation*, 1996-present. Editorial Board Member, *International Journal of Conflict Management*, 1990-present
International Advisory Board Member, *Negotiation Journal*, 1985-present. Consulting Editor, Interpersonal Relations and Group Processes Section of the *Journal of Personality and Social Psychology*, 1986-1988, 1997-2002.

Member, Local Arrangements Committee, International Association for Conflict Management, 1997-1998.

Member, Jean Knutson Award Committee, International Society of Political Psychology, 1996.

Chair, Best Article Award Committee, International Association for Conflict Management, 1994.

President, International Association for Conflict Management, 1990-1992.

Vice President, International Society of Political Psychology, 1984-1985.

Member, Advisory Panel for Social and Developmental Psychology, National Science Foundation, 1983-1986.

Member, Basic Sociocultural Research Review Committee, National Institute of Mental Health, 1980-1982.

Member, Socio-Psychology Award Committee, American Association for the Advancement of Science, 1977-1978.

Chair, Dissertation Award Committee, Society of Experimental Social Psychology, 1975-1977; Member, 1974-1977.

Innovations Editor, Personality and Social Psychology Bulletin, 1975.

Chair, American Psychological Association Committee on Psychology in International Affairs, 1967-1968.

Member, Transnational Working Group on the Dynamics of Conflict, 1965-1970.

Program Chair, Society for the Psychological Study of Social Issues, 1965-1966.

Member, Committee on International Relations, Society for the Psychological Study of Social Issues, 1961-1968.

Managing Editor, Journal of Conflict Resolution, 1959-1961 Previously consulting editor of Journal of Applied Social Psychology, Journal of Experimental Social Psychology, Progress in Applied Social Psychology, Review of Personality and Social Psychology, Sage Professional Papers in Foreign Policy.

GRANTS:

Escalation in Social Conflict: National Science Foundation. \$131,330 from September 15, 1993 to August 31, 1996.

The Role of Caucusing in Mediation. National Science Foundation. \$169,847 from February 1, 1986 to July 31, 1989.

Strategic Choice in Negotiation. National Science Foundation. \$184,234 from September 1, 1983 to August 31, 1986.

Factors Affecting Integrative Bargaining. National Science Foundation. \$180,000 from September 1, 1980 to August 31, 1983.

Dynamics of Integrative Bargaining. National Science Foundation. \$196,900 from June 1, 1976 to August 31, 1980.

Training Grant in Social Psychology. National Institute of Mental Health. \$41,264 from July 1, 1976 to June 30, 1977.

Dynamics of Integrative Bargaining. National Science Foundation. \$79,848 from June 1, 1974 to May 31, 1976.

Dynamics of Negotiation. National Science Foundation. \$124,729 from September 1, 1969 to August 31, 1972.

Experiments in Integrative Bargaining. National Institute of Mental Health. \$4,976 from January 1, 1970 to December 31, 1971.

Dynamics of Cooperation and Conflict. Office of Naval Research. \$123,355 from September 1, 1966 to August 31, 1969.

CONSULTING:

Program evaluation for the Dispute Settlement Center of Western New York, 1982-1984.

Organizational development consultant for M. Wile, division of Hart, Schaffner and Marx, 1977-1978.

DEPARTMENTAL ACTIVITIES:

Area Head, Social-Personality Psychology Area, 1969-1973, 1976-1977, 1985-1988, 1998-2001

Director, Honors Program, 1984-2001

Chair, Policy Committee, 1996-1999. Member, 1967-1968, 1972-1973, 1976-1977, 1985-1988, 1995-1996.

Chair, Personnel Committee, 1975-1976, 1980-1981, 1990-1991. Member, 1968-1969, 1974-1975, 1979-1980, 1984-1985, 1988, 1990-1995.

Chair, Social Psychology Search Committee, 1995-1998

Chair, Ad Hoc Committee on Statistical and Methodological Course Offerings, 1991-1992

Member, Undergraduate Studies Committee, 1989-1991

Member, Senior Faculty Recruitment Committee, 1975-1976.

Member, Grievance Committee, 1970-1971.

Member, Graduate Studies Committee, 1970-1972.

Member, Graduate Program Review Committee, 1967-1968.

Chair, Search Committee for Departmental Chair, Summer 1969.

UNIVERSITY ACTIVITIES:

Member, Classroom Quality Assessment Group, 1997-1998.

Member, Distinguished Professor Selection Committee, 1990-1998.

Member, President's Advisory Council, 1991-1992.

Member, Research Advisory Council, 1988-1991.

Member, NYS/UUP Excellence Award Committee, 1990

Chair, Personnel Committee, Faculty of Social Sciences, 1983-1984; Member, 1972-1973, 1982-1984.

Chair, Ad Hoc Committee to Review the Status of the Survey Research Center, Spring 1978.

Member, Executive Committee of the Faculty Senate, 1971-1972

Member, Advisory Committee, Social Science Research Institute, 1970-1973.

Chair, Curriculum Committee, Faculty of Social Sciences and Administration, 1968-1969.

Member, Policy Committee, Faculty of Social Sciences and Administration, 1968-1971.

Member, Search Committee for Dean of School of Management, 1967-1968.

Member, Search Committee for Director of Survey Research Center, 1967-1968, 1971.

Member, Advisory Committee, Center for International Security and Conflict Studies, 1966-1975.

PUBLICATIONS:

Books and Monographs

Pruitt, D. G. (1964). Problem solving in the Department of State. (Social Science Foundation and Department of International Relations Monograph Series in World Affairs.) Denver, CO: University of Denver.

Pruitt, D. G., & Snyder, R. C. (Eds.). (1969). Theory and research on the causes of war. Englewood Cliffs, NJ: Prentice-Hall.

Pruitt, D. G. (1981). Negotiation behavior. New York: Academic Press.

Pruitt, D. G., & Rubin, J. Z. (1986). Social conflict: Escalation, stalemate and settlement. New York: McGraw-Hill.

Kressel, K., Pruitt, D. G. & Associates. (1989). Mediation research: The process and effectiveness of third-party intervention. San Francisco: Jossey-Bass.

Pruitt, D. G., & Carnevale, P. J. (1993). Negotiation in social conflict. Buckingham, England: Open University Press and Pacific Grove, CA: Brooks/Cole.

Rubin, J. Z., Pruitt, D. G., & Kim, S. H. (1994). Social conflict: Escalation, stalemate and settlement (2nd ed.). New York: McGraw-Hill. [Russian translation published in 2001.]

Pruitt, D. G., & Kim, S. H. (in press). Social conflict: Escalation, stalemate and settlement (3rd ed.). New York: McGraw-Hill.

Articles and Chapters

Coombs, C. H., & Pruitt, D. G. (1960). Components of risk in decision making: Probability and variance preferences. Journal of Experimental Psychology, 60, 265-277. (Reprinted in Bobbs-Merrill reprint series.)

Coombs, C. H., & Pruitt, D. G. (1961). Some characteristics of choice behavior in risky situations. Annals of the New York Academy of Sciences, 89, 784-794.

Pruitt, D. G. (1961). Informational requirements in making decisions. American Journal of Psychology, 74, 433-439.

Pruitt, D. G. (1962). Pattern and level of risk in gambling decisions. Psychological Review, 69, 187-201

Pruitt, D. G. (1962). An analysis of responsiveness between nations. Journal of Conflict Resolution, 6, 5-18.

Pruitt, D. G. (1964). National power and international responsiveness. Background, 7, 165-178.

Pruitt, D. G. (1964). Foreign policy decisions, threats and compliance to international law. Proceedings of the American Society of International Law, 54-60.

Pruitt, D. G., & Hoge, R. D. (1965). Strength of the relationship between the value of an event and its subjective probability as a function of method of measurement. Journal of Experimental Psychology, 69, 483-489.

Pruitt, D. G. (1965). Level of interpersonal exchange as a function of the ease of being generous. Technical Report No. 23 to the Office of Naval Research on Contract No. NONR-2285 (02).

Pruitt, D. G. (1965). Definition of the situation as a determinant of international action. In H. C. Kelman (Ed.), International behavior: A social-psychological analysis (pp. 391-432). New York: Holt, Rinehart and Winston.

Pruitt, D. G. (1966). Reward structure and its effect on cooperation. Peace Research Society Papers V, 73-85.

Teger, A. I., & Pruitt, D. G. (1967). Components of group risk taking. Journal of Experimental Social

- Psychology, 3, 189-205. (Reprinted in R. S. Cathcart & L. A. Samovar (Eds.), Small group communication: A reader. Dubuque, IA: Wm. C. Brown, 1970.)
- Pruitt, D. G. (1967). Reward structure and cooperation: The decomposed prisoner's dilemma game. Journal of Personality and Social Psychology, 7, 21-27.
- Pruitt, D. G. (1968). Reciprocity and credit building in dyads. Journal of Personality and Social Psychology, 8, 143-147.
- Pruitt, D. G. (1968). Reaction systems and instability in interpersonal and international affairs. Buffalo Studies, 4, 3-25.
- Pruitt, D. G. (1969). Stability and sudden change in interpersonal and international affairs. Journal of Conflict Resolution, 13, 18-38. (Reprinted in J. N. Rosenau (Ed.). International politics and foreign policy (2nd ed.). New York: Free Press, 1969.)
- Pruitt, D. G. (1969). The "Walter Mitty" effect in individual and group risk taking. Proceedings, 77th Annual Convention, American Psychological Association, 425-426.
- Pruitt, D. G., & Drews, J. L. (1969). The effect of time pressure, time elapsed, and the opponent's concession rate of behavior in negotiation. Journal of Experimental Social Psychology, 5, 43-60.
- Pruitt, D. G., & Teger, A. I. (1969). The risky shift in group betting. Journal of Experimental Social Psychology, 5, 115-126.
- Teger, A. I., Katkin, E. S., & Pruitt, D. G. (1969). Effects of alcoholic beverages and their congener content on level and style of risk taking. Journal of Personality and Social Psychology, 11, 170-176.
- Pruitt, D. G. (1970). Motivational processes in the decomposed prisoner's dilemma game. Journal of Personality and Social Psychology, 14, 227-238.
- Pruitt, D. G., & Johnson, D. F. (1970). Mediation as an aid to face saving in negotiation. Journal of Personality and Social Psychology, 14, 239-246. (Reprinted in R. A. Baron & R. M. Liebert (Eds.). Human social behavior. Homewood, IL: Dorsey Press, 1971.)
- Teger, A. I., Pruitt, D. G., St. Jean, R., & Haaland, G. A. (1970). A re-examination of the familiarization hypothesis in group risk taking. Journal of Experimental Social Psychology, 6, 346-350.
- Katkin, E. S., Hayes, W. N., Teger, A. I., & Pruitt, D. G. (1970). Effects of alcoholic beverages differing in congener content on psychomotor tasks and risk taking. Quarterly Journal of Alcohol Studies (Suppl. 5), 101-114.
- Pruitt, D. G. (1970). Perspectives from psychology. In V. Davis (Ed.), New research on American foreign policy: Perspectives, problems, and possibilities. Denver, CO: Graduate School of International Studies, University of Denver.
- Pruitt, D. G., & Teger, A. I. (1971). Reply to Belovitz and Finch's comments on "The risky shift in group betting." Journal of Experimental Social Psychology, 7, 84-86.
- Pruitt, D. G. (Ed.) (1971). Choice shifts in group discussion [Special issue]. Journal of Personality and Social Psychology, 20 (3).
- Pruitt, D. G. (1971). Choice shifts in group discussion: An introductory review. Journal of Personality and Social Psychology, 20, 339-360.

- Pruitt, D. G. (1971). Conclusions: Toward an understanding of choice shifts in group discussion. Journal of Personality and Social Psychology, 20, 495-510.
- Lewis, S. A., & Pruitt, D. G. (1971). Orientation, aspiration level and communication freedom in integrative bargaining. Proceedings 78th Annual Convention, American Psychological Association, 221-222.v Pruitt, D. G. (1971). Indirect communication and the search for agreement in negotiation. Journal of Applied Social Psychology, 1, 205-239.
- Johnson, D. F., & Pruitt, D. G. (1972). Pre-intervention effects of mediation vs. arbitration. Journal of Applied Psychology, 56, 1-10.
- Pruitt, D. G. (1972). Methods for resolving differences of interest: A theoretical analysis. Journal of Social Issues, 28, 133-154.
- Pruitt, D. G., & Holland, J. (1972). Settlement in the Berlin Crisis, 1958-1962. Special Study Number 18 of the SUNY at Buffalo Council on International Studies.
- Pruitt, D. G., & Gahagan, J. P. (1974). Campus crisis: The search for power. In J. T. Tedeschi (Ed.), Perspectives on social power, (pp. 349-392). Chicago: Aldine.
- Mogy, R. B., & Pruitt, D. G. (1974). The effects of a threatener's enforcement costs on threat credibility and compliance. Journal of Personality and Social Psychology, 29, 173-180.
- Pruitt, D. G., & Cosentino, C. (1975). The role of values in the choice shift. Journal of Experimental Social Psychology, 11, 301-316.
- Pruitt, D. G., & Lewis, S. A. (1975). Development of integrative solutions in bilateral negotiation. Journal of Personality and Social Psychology, 31, 621-633.
- Pruitt, D. G. (1976). Power and bargaining. In B. Seidenberg & A. Snadowsky (Eds.), Social psychology: A textbook, (pp. 343-375). New York: Free Press.
- Pruitt, D. G., & Lewis, S. A. (1977). The psychology of integrative bargaining. In D. Druckman (Ed.), Negotiations: Social-psychological perspectives (pp. 161-192). Beverly Hills, CA: Sage.
- Pruitt, D. G., & Kimmel, M. J. (1977). Twenty years of experimental gaming: Critique, synthesis and suggestions for the future. Annual Review of Psychology, 28, 363-392.
- Pruitt, D. G., Kimmel, M. J., Britton, S., Carnevale, P. J. D., Magenau, J. M., Peragallo, J., & Engram, P. (1978). The effect of accountability and surveillance on integrative bargaining. In H. Sauermann (Ed.) Contributions to experimental economics, Vol. 7: Bargaining Behavior (pp. 310-343). Tubingen: Mohr.
- Schulz, J. W., & Pruitt, D. G. (1978). The effects of mutual concern on joint welfare. Journal of Experimental Social Psychology, 14, 480-492.
- Pruitt, D. G., & Gleason, J. M. (1978). Threat capacity and the choice between independence and interdependence. Personality and Social Psychology Bulletin, 4, 252-255.
- Magenau, J. M., & Pruitt, D. G. (1979). The social psychology of bargaining. In G. M. Stephenson & C. J. Brotherton (Eds.), Industrial relations: A social psychological approach (pp. 181-210). London: Wiley.
- Carnevale, P. J. D., Pruitt, D. G., & Britton, S. (1979). Looking tough: The negotiator under

- constituent surveillance. Personality and Social Psychology Bulletin, 5, 118-121.
- Kimmel, M. J., Pruitt, D. G., Magenau, J. M., Konar-Goldband, E., & Carnevale, P. J. D. (1980). Effects of trust, aspiration and gender on negotiation tactics. Journal of Personality and Social Psychology, 38, 9-23.
- Longley, J., & Pruitt, D. G. (1980). A critique of Janis' theory of groupthink. In L. Wheeler (Ed.), The review of personality and social psychology (Vol. 1, pp. 74-93). Beverly Hills, CA: Sage.
- Pruitt, D. G. (1980). Foreward to A. I. Teger, Too Much Invested to Quit. New York: Pergamon.
- Pruitt, D. G. (1981). Kissinger as a traditional mediator with power. In J. Z. Rubin (Ed.), Dynamics of third party intervention: Interdisciplinary perspectives on international conflict (pp. 136-147). New York: Praeger.
- Pruitt, D. G., & Smith, D. L. (1981). Impression management in bargaining: Images of firmness and trustworthiness. In J. T. Tedeschi (Ed.), Impression management theory and social psychological theory (pp. 247-267). New York: Academic Press.
- Carnevale, P. J. D., Pruitt, D. G., & Seilheimer, S. D. (1981). Looking and competing: Accountability and visual access in integrative bargaining. Journal of Personality and Social Psychology, 40, 111-120.
- Pruitt, D. G., & Carnevale, P. J. D. (1982). The development of integrative agreements in social conflict. In V. J. Derlega & J. Grzelak (Eds.), Living with other people (pp. 151-181). New York: Academic Press.
- Pruitt, D. G. (1982). Creative conflict management: How bargainers develop integrative agreements. In G. B. J. Bomers & R. B. Peterson (Eds.), Industrial relations and conflict management. Boston: Kluwer-Nijhoff.
- Carnevale, P. J. D., Pruitt, D. G., & Carrington P. (1982). Effects of future dependence, liking and repeated requests for help on helping behavior. Social Psychology Quarterly, 45, 9-14.
- Smith, D. L., Pruitt, D. G., & Carnevale, P. J. D. (1982). Matching and mismatching: The effect of own limit, other's toughness, and time pressure on concession rates in negotiation. Journal of Personality and Social Psychology, 42, 876-883.
- Pruitt, D. G. (1983). Experimental gaming and the goal-expectation hypothesis. In H. H. Blumberg, A. P. Hare, V. Kent, & M. Davies (Ed.), Small Groups and Social Interaction (Vol. 2, pp. 107-121). London: Wiley.
- Pruitt, D. G., & Syna, H. (1983). Successful problem solving. In D. Tjosvold & D. W. Johnson (Eds.), Productive conflict management: Perspectives for organizations (pp. 62-81). New York: Irvington.
- Pruitt, D. G. (1983). Long entry on "negotiation." In R. Harre' & R. Lamb (Eds.), The encyclopedia dictionary of psychology. Oxford: Blackwell. [Reprinted in R. Harre' & R. Lamb (Eds.), The dictionary of personality and social psychology. Oxford: Blackwell, 1986.]
- Pruitt, D. G., Carnevale, P. J. D., Ben-Yoav, O., Nochajski, T. H., & Van Slyck, M. R. (1983). Incentives for cooperation in integrative bargaining. In R. Tietz (Ed.), Aspiration levels in bargaining and economic decision making (pp. 22-34). Berlin: Springer.
- Pruitt, D. G. (1983). Achieving integrative agreements. In M. H. Bazerman & R. Lewicki (Eds.), Negotiating in organizations (pp. 35-50). Beverly Hills, CA: Sage.

Pruitt, D. G. (1983). Strategic choice in negotiation. American Behavioral Scientist, 27, 167-194. [Reprinted in J. W. Breslin & J. Z. Rubin (Eds.), Negotiation theory and practice (pp. 27-46). Cambridge, MA: Program on Negotiation at Harvard Law School, 1991.]

Ben Yoav, O., & Pruitt, D. G. (1984). Resistance to yielding and the expectation of cooperative future interaction in negotiation. Journal of Experimental Social Psychology, 20, 323-353.

McGillicuddy, N. B., Pruitt, D. G., & Syna, H. (1984). Perceptions of firmness and strength in negotiation. Personality and Social Psychology Bulletin, 10, 402-409.

Ben Yoav, O., & Pruitt, D. G. (1984). Accountability to constituents: A two-edged sword. Organizational Behavior and Human Performance, 34, 283-295.

Pruitt, D. G., & Syna, H. (1985). Mismatching the opponent's offers in negotiation. Journal of Experimental Social Psychology, 21, 103-113.

Kressel, K., & Pruitt, D. G. (Eds.). (1985). The mediation of social conflict [Special issue]. Journal of Social Issues, 41 (2).

Pruitt, D. G., & Kressel, K. (1985). The mediation of social conflict: An introduction, Journal of Social Issues, 41, 1-10.

Kressel, K., & Pruitt, D. G. (1985). Themes in the mediation of social conflict. Journal of Social Issues, 41, 179-198.

Syna, H., & Pruitt, D. G. (1986). Impact of the total equality norm on social conflict. Journal of Social Behavior and Personality, 1, 143-148.

Pruitt, D. G. (1986). Achieving integrative agreements in negotiation. In R. K. White (Ed.), Psychology and the prevention of nuclear war (pp. 463-478). New York: New York University Press.

Pruitt, D. G. (1986). Trends in the scientific study of negotiation and mediation. Negotiation Journal, 2, 237-44.

Pruitt, D. G., Carnevale, P. J. D., Forcey, B., & Van Slyck, M. (1986). Gender effects in negotiation: Constituent surveillance and contentious behavior. Journal of Experimental Social Psychology, 22, 264-275.

Pruitt, D. G. (1987). Conspiracy theory in conflict escalation. In C. F. Graumann & S. Moscovici (Eds.), Changing conceptions of conspiracy (pp. 191-202). New York: Springer.

Welton, G. L., & Pruitt, D. G. (1987). The mediation process: The effects of mediator bias and disputant power. Personality and Social Psychology Bulletin, 13, 123-133.

Pruitt, D. G. (1987). Creative approaches to negotiation. In D. J. D. Sandole & I. Sandole-Staroste (Eds.), Conflict management and problem solving: Interpersonal to international applications. London: Frances Pinter.

McGillicuddy, N. B., Welton, G. L., & Pruitt, D. G. (1987). Third-party intervention: A field experiment comparing three different models. Journal of Personality and Social Psychology, 53, 104-112.

Pruitt, D. G. (1987). Solutions not winners. Psychology Today, December, 58-62.

Pruitt, D. G., Crocker, J., & Hanes, D. L. (1987). Matching in social influence. In Daniel Druckman &

- J. Swets (Eds.), Enhancing human performance: Issues, theories and techniques, Vol. II. Washington, DC: National Academy Press.
- Welton, G. L., Pruitt, D. G., & McGillicuddy, N. B. (1988). The role of caucusing in community mediation. Journal of Conflict Resolution, 32, 181-202.
- Pruitt, D. G., Welton, G. L., Fry, W. R., McGillicuddy, N. B., Castrianno, L., Zubek, J. M., & Ippolito, C. A. (1988). The process of mediation: Caucusing, control and problem solving. In M. A. Rahim (Ed.), Managing conflict: Interdisciplinary perspectives. New York: Praeger. (Reprinted in Arbitration, 1988, 54, 245-249.)
- Pruitt, D. G., McGillicuddy, N. B., Welton, G. L., & Fry, W. R. (1989). The process of mediation in dispute settlement centers. In K. Kressel, D. G. Pruitt & Associates, Mediation Research, (pp. 368-393). San Francisco: Jossey-Bass.
- Pruitt, D. G. (1989). Aggressive behavior in interpersonal and international relations. In P. C. Stern, R. Axelrod, R. Jarvis & R. Radner (Eds.), Perspectives on deterrence (pp. 368-393). New York: Oxford University Press.
- Pruitt, D. G., & Kressel, K. (1989). Introduction: An overview of mediation research. In K. Kressel, D. G. Pruitt & Associates, Mediation research (pp. 1-8). San Francisco: Jossey-Bass.
- Kressel, K., & Pruitt, D. G. (1989). Conclusion: A research perspective on the mediation of social conflict. In K. Kressel, D. G. Pruitt & Associates, Mediation research (pp.394-435). San Francisco: Jossey-Bass.
- Pruitt, D. G., & Fry, W. R. (1989). Conflict escalation and problem solving. In L. R. Forcey (Ed.), Peace: Meanings, politics and strategies (pp. 149-162). New York: Praeger.
- Pruitt, D. G. (1990). Problem solving and cognitive bias in negotiation: A commentary. In B. H. Sheppard, M. Bazerman, and R.J. Lewicki, (Eds.), Research on negotiation in organizations, Vol. II (pp. 117-122). Greenwich, CN: JAI Press.
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- Ippolito, C. A., & Pruitt, D. G. (1990). Power balancing in mediation: Outcomes and implications of mediator intervention. International Journal of Conflict Management, 1, 341-356.
- Pruitt, D. G. (1990). The psychology of mediation: The role of third parties in interpersonal conflict. III Congreso Nacional de Psicologia Social: Documentos Varios. Santiago de Compostela, Spain: Universidad de Santiago de Compostela.
- Pruitt, D. G. (1991). Strategy in negotiation. In V. A. Kremenyuk, (Ed.), International negotiation: Analysis, approaches, issues (pp. 78-89). San Francisco: Jossey-Bass.
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- Organizational Behavior, 13, 297-301.
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- Welton, G. L., Pruitt, D. G., McGillicuddy, N. B., Ippolito, C. A., & Zubek, J. M. (1992). Antecedents and characteristics of caucusing in community mediation. International Journal of Conflict Management, 3, 1-16.
- Pruitt, D. G., Peirce, R. S., Zubek, J. M., McGillicuddy, N. B., & Welton, G. L. (1993). Determinants of short-term and long-term success in mediation. In S. Worchel & J. A. Simpson (Eds.), Conflict between people and groups (pp. 60-75). Chicago: Nelson-Hall.
- Pruitt, D. G., Peirce, R. S., McGillicuddy, N. B., Welton, G. L, & Castrianno, L. B. (1993). Long-term success in mediation. Law and Human Behavior, 17, 313-330.v Pruitt, D. G., Mikolic, J. M., Peirce, R. S., & Keating, M. (1993). Aggression as a struggle tactic in social conflict. In R. Felson & J. T. Tedeschi (Eds.), Aggression and violence: Social interactionist perspectives (pp. 99-118). Washington, DC: American Psychological Association.
- Peirce, R. S., Pruitt, D. G., & Czaja, S. J. (1993). Complainant-respondent differences in procedural choice. International Journal of Conflict Management, 4, 199-222.
- Pruitt, D. G. (1993). Problem-solving negotiation in escalated conflict. In R. Twite & T. Hermann (Eds.), The Arab-Israeli negotiations: Political positions and conceptual framework (pp. 175-181). Tel Aviv, Israel: Papyrus.
- Pruitt, D. G. (1994). Negotiation between organizations: A branching chain model. Negotiation Journal, 10, 217-230.
- Keating, M. E., Pruitt, D. G., Eberle, R. A., & Mikolic, J. M. (1994). Strategic choice in everyday disputes. International Journal of Conflict Management, 5, 143-157.
- Pruitt, D. G. (1994). The role of third parties in conflict resolution: Report of a research program. In L. Nieuwmeijer & R. du Toit (Eds.), Multicultural conflict management in changing societies (pp. 62-91). Pretoria, South Africa: HSRC Publishers.
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- Pruitt, D. G., & Rubin, J. Z. (1996). Conflict resolution: Problem solving. Reprinted in J. A. Vasquez (Ed.), Classics of international relations (3rd ed., pp. 135-140). Upper Saddle River, NJ: Prentice Hall.
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- Pruitt, D. G. (1996). An interdisciplinary focus on international mediation. Peace and Conflict, 2, 387-389.
- Fry, W. R., Betz, B., & Pruitt, D. G. (1996). The effects of resource shortage on de-escalation in a simulated price war. International Journal of Conflict Management, 7, 5-20.
- Mikolic, J. M., Parker, J. C., & Pruitt, D. G. (1997). Escalation in response to persistent annoyance: Groups vs. individuals and gender effects. Journal of Personality and Social Psychology, 72, 151-163.
- Pruitt, D. G. (Ed.) (1997). Special issue on "Lessons learned from the Middle East Peace Process." International Negotiation, Volume 2, Number 2.
- Pruitt, D. G., Bercovitch, J., & Zartman, I. W. (1997). A brief history of the Oslo talks. International Negotiation, 2, 177-182.
- Pruitt, D. G. (1997). Ripeness theory and the Oslo talks. International Negotiation, 2, 237-250.
- Pruitt, D. G., Parker, J. C., & Mikolic, J. M. (1997). Escalation as a reaction to persistent annoyance. International Journal of Conflict Management, 8, 252-270.v Pruitt, D. G. (1998). Social conflict. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.), Handbook of social psychology (4th ed., Vol. 2, pp. 470-503). New York: McGraw-Hill.
- Pruitt, D. G. (1998). Readiness for conflict resolution: The Oslo negotiations and the Northern Ireland Peace Process. Impuls, 52, 60-64.v Pruitt, D. G. (1999). Secrecy, ripeness, and working trust at Oslo. In D. M. Kolb (Ed.), Negotiation eclectics: Essays in memory of Jeffrey Z. Rubin (pp. 253-262). Cambridge, MA: PON Books.
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- Pruitt, D. G. (2000). Alternative dispute resolution. In A. E. Kazdin (Ed.), Encyclopedia of psychology (Vol. 1, pp. 124-125). Washington, DC: American Psychological Association.
- Pruitt, D. G. (2000). Conflict resolution. In A. E. Kazdin (Ed.), Encyclopedia of psychology. (Vol. 2, pp. 261-263). Washington, DC: American Psychological Association.
- Pruitt, D. G. (2001). Conflict and conflict resolution. In N. J. Smelser & P. B. Baltes (Eds.), International encyclopedia of the social and behavioral sciences (Vol. 4, pp. 2531-2534). Oxford, England: Elsevier.
- Pruitt, D. G. (2001). Negotiation theory and the development of identity. International Negotiation, 6, 269-279.
- Pruitt, D. G. (in press). Mediator behavior and success in negotiation. In J. Bercovitch (Ed.), Mediation in international relations (2nd ed.). New York: St. Martin's Press.

Pruitt, D. G. (in press). Escalation, readiness for negotiation, and third party functions. In I. W. Zartman & G. O. Faure (Eds.), Escalation and negotiation. Laxenberg, Austria: IIASA.

INVITED PARTICIPATION OUTSIDE SUNY/BUFFALO:

2002

Speaker, Symposium on Careers II: From the Lab to the Field, Annual Meeting of the International Association for Conflict Management, Park City, Utah.

Discussant, Insights into Negotiation Conference, School of Advanced International Studies, Johns Hopkins University.

Speaker, Institute for Conflict Analysis and Resolution, George Mason University.

Speaker, Department of Psychology, University of Kentucky.

2001

Speaker, Symposium on Looking Back and Looking Forward: Turning Points in Conflict Management and Resolution Careers, Annual Meeting of the International Association for Conflict Management, Cergy, France.

Speaker, Symposium on Issues in International Conflict Resolution, Annual Meeting of the International Association for Conflict Management, Cergy, France.

Speaker, Symposium on Conceptual Development in Negotiation Theory, International Studies Association Convention, Chicago.

2000

Discussant, Workshop on Establishing a Data Set on Intrastate and International Negotiations and Mediations, University of Maryland.

Speaker, International Conflict Resolution Workshop, Sabanci University, Istanbul, Turkey.

Speaker, Symposium on Conflict Resolution in the New Millennium, Annual Meeting of the American Psychological Association, Washington, DC.

Discussant, Workshop on Negotiating Identity, School for Advanced International Study, Johns Hopkins University.

Lecturer, Conflict Resolution and Analysis Program, Sabanci University, Istanbul, Turkey.

1999

Speaker, Washington Interest in Negotiation Seminar, School for Advanced International Study, Johns Hopkins University.

Speaker, Foreign Policy Research Institute Conference on Ethnic Conflict, Philadelphia, Pennsylvania Speaker and Discussant, Annual meeting of the International Association for Conflict Management, San Sebastian, Spain.

Speaker, Summer Course on the Influence of Social Movements on the Peace Process in the Basque Country, San Sebastian, Spain.

Speaker, Processes of International Negotiation Conference on Escalation and Negotiation, Stockholm, Sweden.

Speaker, Research Center on Group Dynamics, University of Michigan.

1998

Keynote Speaker, Annual Conference of SCELC, University of Southern California. Speaker, Conference on Nontraditional Directions in Negotiation Research, School of Advanced International Study, Johns Hopkins University.

Speaker, Conference on Ethnopolitical Warfare, University of Ulster, Northern Ireland.

Discussant, Annual Meeting of the International Studies Association, Minneapolis, MN.

Discussant, Eleventh Annual Conference of the International Association for Conflict Management, University of Maryland/College Park.

1997

Speaker, Department of Psychology, York University. Speaker, Law School, York University.

Speaker, Tenth Annual Conference of the International Association for Conflict Management, Bonn, Germany.

1996

Speaker, Department of Psychology, University of New South Wales, Sydney, Australia Speaker, Peace Research Centre, Australian National University, Canberra, Australia

Speaker, Conflict Studies Group, University of Melbourne, Melbourne, Australia Speaker, Department of Political Science, University of Canterbury, Christchurch, New Zealand

Speaker, Department of Psychology, Otago University, Dunedin, New Zealand

Speaker, 60th Anniversary Convention of the Society for the Psychological Study of Social Issues, Ann Arbor, Michigan

Speaker, Luncheon meeting of the Academic Division of the New York State Psychological Association, New York, New York

1995

Speaker, Social Psychology Graduate Program, University of Maryland. Speaker and discussant, Eighth Annual Conference of the International Association for Conflict Management, Elsinore, Denmark

1994

Speaker, Washington International Negotiation Seminar, School for Advanced International Studies, Johns Hopkins University.

Speaker, Workshop on Flexibility in Approaches to Conflict Resolution, Institute for Conflict Analysis and Resolution, George Mason University

Speaker, Conference on the Social Dimensions of Negotiation, Graduate School of Business, Stanford University

Discussant, Symposium on Peacemaking and Peacekeeping, School of Advanced International Studies, Johns Hopkins University

1993

Speaker, Department of Psychology, Ohio State University Speaker, Social Psychology Program, Ohio State University Speaker, Psychologisches Institut IV, Westfalische Wilhelms-Universitat, Munster, Germany.

1992

Speaker, Second Global Structures Convocation, Washington, DC. Speaker, Working Conference on Negotiating Flexibility, International Institute for Applied Systems Analysis, Laxenburg, Austria.

Welcome Remarks and Presidential Address, Fifth Annual Conference of the International Association for Conflict Management, Minneapolis, MN.

Speaker to the following groups in South Africa

Industrial Psychology Department, University of the Witwatersrand, Johannesburg Business School, University of Stellenbosch

Law School, University of Stellenbosch

Psychology Department, University of Pretoria

Human Sciences Research Council, Pretoria

Speaker, International Conference on Multi-ethnic Conflict Management in Changing Societies, Johannesburg, South Africa

Discussant, Working Conference on Coping with Regional Conflict, Program on International Studies, University of Illinois

Speaker, Conference on Peacemaking One Year After Madrid: The Politics and Concepts of Negotiation, Tel Aviv University, Israel.

1991

Speaker, The Albany Conference on Aggression and Violence, Albany, N.Y. Welcome Remarks from the President, Fourth Annual Conference of the International Association for Conflict Management, Den Dolder, The Netherlands.

Speaker and Discussant, Fourteenth Annual Scientific Meeting of the International Society of Political Psychology, Helsinki, Finland.

1990

Interviewed on mediation research for an article in the National Institute for Dispute Resolution's D R Forum.

Speaker, Center for Conflict Analysis and Resolution, George Mason University. Speaker, Rutgers-US Institute of Peace Seminar on the Interconnection between Dispute Resolution and International Conflict Resolution, Rutgers University.

Speaker, Symposium on Group Dynamics, Texas A & M University. Speaker, Third Annual Conference of the International Association for Conflict Management, Vancouver, Canada.

Speaker, Twenty-Second International Congress of Applied Psychology, Kyoto, Japan.

Speaker, 1990 Annual Meeting of the Academy of Management, San Francisco. Speaker, Dispute Resolution Research Center, J. L. Kellogg Graduate School of Management, Northwestern University.

Keynote Speaker, Third National Conference of Social Psychology, Santiago de Compostela, Spain.

1989

Speaker, Center for Conflict Analysis and Resolution, George Mason University Public Speaker, Alternative Dispute Resolution Association of Australia, Sydney, Australia

Public Speaker, Psychologists for the Prevention of War and Mediation Association of Victoria, Melbourne, Australia

Speaker, Latrobe University Psychology Department Colloquium, Melbourne, Australia

Discussant, Working Meeting on the Process of International Negotiations. International Institute for Applied Systems Analysis, Laxenburg, Austria.

Panelist, First Annual Conference of the European Psychological Association Amsterdam.

1988 Speaker at a meeting of the New Jersey Supreme Court Task Force on Dispute Resolution, Jamestown, NJ.

Discussant, Symposium on Community Mediation, Eastern Psychological Association, Buffalo, NY.

Speaker, Decision Risk Analysis Seminar, Stanford University. Speaker, Peace Studies Program, Cornell University.

Panelist in two sessions, Conference on Practice, Theory and Research in Dispute Resolution, Syracuse, NY.

1987

Keynote speaker, First Conference of the International Association for Conflict Management, Fairfax, VA.

Speaker, University of Maryland Psychology Department Colloquium. Speaker, Old Dominion University Psychology Department Colloquium.

Public speaker, Maxwell School of Citizenship and Public Affairs, Syracuse University. Speaker, Faculty Seminar of the Program on the Resolution of Conflict, Syracuse University.

Discussant, Conference on Negotiation in Organizations, Columbus, OH. Speaker, University of Waterloo Social Psychology Program

Speaker, Washington Negotiation Group, School of Advanced International

Studies, The Johns Hopkins University

Speaker, Youngstown State University Department Colloquium

1986

Speaker, Harvard University Program on Negotiation Dinner Meeting.

Speaker, University of Maryland Social Psychology Brown Bag.

Participant in 3 panels, Annual Scientific Meeting of the International Society of Political Psychology, Amsterdam, Netherlands.

Organizer of and speaker at invited panel, American Psychological Association Convention, Washington, DC.

Panelist, Conference on Enhancing Mediator Skills, Rochester, NY.

Discussant, Deterrence Workshop, National Research Council Committee on Contributions of Basic and Social Science to Prevention of Nuclear War, Elkridge, MD.

Speaker, Conversation in the Disciplines on Toward a Paradigm for Peace, State University of New York at Binghamton.

1985

Speaker, Vanderbilt University Psychology Department Colloquium. Speaker, Conference on Social Conflict and Bargaining, Nags Head, NC.

Participant in 2 panels, Annual Scientific Meeting of the International Society of Political Psychology, Washington, DC.

Discussant, Annual Meeting of the International Studies Society, Washington, DC.

1984

Invited Lecturer, Division 9, American Psychological Association Convention, Toronto, Canada.

Speaker, Symposium on Conceptions of Conspiracy, Bad Homburg, West Germany. Panelist, Annual Conference of the Council for the Facilitation of Conflict Resolution, University of Maryland.

Panelist, Annual Meeting of the International Society of Political Psychology, Toronto, Canada.

Panelist, Meeting of the Capital Area Social Psychology Association, Washington, DC.

Speaker, Conference on the Peace Movement, Ohio University.

1983

Discussant, State Department Conference on International Negotiation, Washington, DC.

Panelist, Annual Meeting of the International Society of Political Psychology, Oxford, England.

Speaker, University of Massachusetts Social Psychology Brown Bag. Panelist, Conference on Dispute

Resolution, Buffalo, NY.

Workshop Leader, Conference on Problem Solving through Mediation, New York, NY.

Speaker, Conference on Interaction and Social Relations, Nags Head, NC.

1982

Speaker, Third Conference on Experimental Economics, Winzenhohl, West Germany.

Speaker, George Mason University Conflict Resolution Center.

Speaker, Conference of the Eastern Division of the Society of Professionals in Dispute Resolution, Philadelphia, PA.

Speaker, Conference on Group Psychology, Nags Head, NC.

Speaker, Conference on New Perspectives on Bargaining and Negotiation in Organizational Settings, Boston University.

Panelist, Annual Meeting of the International Society of Political Psychology, Washington, DC.

Highlights of Prior Years

Speaker, International Conference on Industrial Relations and Conflict Management, Breukelen, Netherlands, 1980.

Speaker, Shell International Midcareer Training Conference, Montreux, Switzerland, 1980.

Speaker, Second Annual Conference on Experimental Economics, Frankfurt, West Germany, 1977.

Panelist, Annual Meeting of Professionals in Dispute Resolution, Toronto, Canada, 1976.

Speaker, University of Paris Social Psychology Program Colloquium, 1974.

Panelist, East-West Social Science Conference, Lake Como