

PON AFFILIATED FACULTY

Eileen Babbitt, Professor of International Conflict Management Practice and Director of the International Negotiation and Conflict Resolution Program, Fletcher School of Law and Diplomacy, Tufts University

Research Interests: Negotiation; mediation; intergroup and ethnic conflict; trust building and conflict prevention; coexistence and reconciliation, conflict resolution, international development, and human rights; Southeastern Europe and the Middle East.

R. Lisle Baker, Professor of Law, Suffolk University Law School

Research Interests: Mediation; Law Practice Management; Land Use; Property; Environmental Law

Max Bazerman, Jesse Isidor Straus Professor of Business Administration, Harvard Business School

Research Interests: Conflicts of Interest, Decision-making, Ethics, Negotiation, Organizational Behavior

Robert C. Bordone, Director, Harvard Negotiation and Mediation Clinical Program, Thaddeus R. Beal Clinical Professor of Law, Harvard Law School

Research Interests: ADR, Dispute Resolution, Dispute Systems Design, Negotiation

Hannah Riley Bowles, Associate Professor of Public Policy, Center for Public Leadership, Harvard Kennedy School of Government

Research Interests: Gender in negotiation and the attainment of leadership positions.

Antonia Handler Chayes, Visiting Professor of International Law and Politics, Fletcher School of Law and Diplomacy, Tufts University

Research Interests: International treaty behavior: compliance and exceptionalism; international security and arms control, conflict resolution, peacebuilding and nation building; international organizations; nuclear strategy; nuclear weapons;

Jared Curhan, Ford International Career Development Professor and Associate Professor of Organization Studies at MIT's Sloan School of Management

Research Interests: Negotiation, conflict resolution, social psychology, organizational behavior, education.

Joel Cutcher-Gershenfeld, Dean and Professor, School of Labor & Employment Relations, University of Illinois at Urbana-Champaign

Research Interests: new work systems, labor-management relations, negotiations, conflict resolution, organizational learning and change, public policy, economic development, and engineering systems

Roger Fisher, Samuel Williston Professor of Law, Emeritus, 1992, Harvard Law School

Research Interests: Negotiation, Trials/Litigation/Disputes

Joshua D. Greene, Assistant Professor, Department of Psychology, Harvard University.

Research Interests: Moral judgment and decision-making using behavioral experiments, functional neuroimaging (fMRI), and other neuroscientific methods.

Sheila Heen, Partner at Triad Consulting Group; Lecturer on Law at Harvard Law School

Research Interests: Negotiation Theory

Deborah M. Kolb, Deloitte Ellen Gabriel Professor for Women and Leadership at the Simmons School of Management

Research Interests: Negotiation, gender and leadership

Jennifer S. Lerner, Professor of Public Policy and Management at the Harvard Kennedy School of Government

Research Interests: Accountability, emotion, human emotion, judgment and decision-making, leadership, management, organizational behavior, risk perception, social psychology, negotiation

Deepak Malhotra, Associate Professor in the Negotiations, Organizations, and Markets Unit at the Harvard Business School

Research Interests: Negotiation Strategy, Trust Development, International and Ethnic Dispute Resolution, and Competitive Escalation

Brian Mandell, Senior Lecturer in Public Policy and Director, Negotiation Project, Harvard Kennedy School of Government

Research Interests: Alternative Dispute Resolution, Middle East, negotiations, theory and practice of negotiation and leadership, emphasizing third party facilitation and resolving organizational and policy disputes

Melissa Manwaring, Lecturer in the Management Division, Babson College and Director of Institutional Assessment, Babson College

Research Interests: negotiation pedagogy, mediation pedagogy

Kathleen McGinn, Cahners-Rabb Professor of Business Administration
Senior Associate Dean, Director of Faculty Development, Harvard Business School

Research Interests: Conflict Management, Gender, Interactive Communication,
Negotiation, Relationships

Bob McKersie, Professor Emeritus of Management, Institute for Work and Employment
Research, MIT Sloan School of Management

Research Interests: Interest based negotiations; Industrial relations; Organizational
change

Robert H. Mnookin, Samuel Williston Professor of Law at Harvard Law School and
Chair, Program on Negotiation at Harvard Law School

Research Interests: Negotiation, Dealing with Difficult People, International
Negotiation

Adil Najam, Director of the Frederick S. Pardee Center for the Study of the Longer-
Range Future; Professor of International Relations and Geography and the Environment,
Fletcher School of Law and Diplomacy, Tufts University; Boston University

Research Interests: Specialization: International Negotiation; Sustainable
Development; Human Development and Human Security; International Environmental
Politics; Politics of the Muslim World; Politics of South Asia.

Bruce Patton, Harvard Negotiation Project, Distinguished Fellow and Partner, Vantage
Partners

Research Interests: building organizational capacity for effective negotiation,
relationship, and conflict management, working in the context of alliances and other
strategic negotiations and relationships.

Howard Raiffa, Frank Plumpton Ramsey Professor of Managerial Economics Emeritus,
a joint chair of the Harvard Business and Harvard Kennedy Schools

Research Interests: decision science and for his work on conflict resolution

Frank E.A. Sander, Professor of Law Emeritus, Harvard Law School

Research Interests: Alternative Methods of Dispute Resolution

Jeswald W. Salacuse, Henry J. Braker Professor of Law - Fletcher School of Law and
Diplomacy, Tufts University

Research Interests: international negotiation and arbitration, international business transactions, and law and development

James K. Sebenius, Gordon Donaldson Professor of Business Administration at Harvard Business School

Research Interests: Dispute resolution, negotiation, analyzing and advising on complex negotiations

Daniel L. Shapiro, Professor, Harvard Law School (PON) and Harvard Medical School/McLean Hospital, Associate Director of Harvard Negotiation Project

Research Interests: psychology of conflict; emotions in negotiation; emotional and identity-based dimensions of regional conflict and terrorism; international conflict

Douglas Stone, Partner, Triad Consulting Group, Inc and Lecturer on Law, Harvard Law School

Research Interests: Negotiation, conflict in organizations, mediation

Guhan Subramanian, Joseph Flom Professor of Law and Business, Harvard Law School & H. Douglas Weaver Professor of Business Law, Harvard Business School

Research Interests: Empirical Analysis of Dealmaking and Corporate Law/Corporate Governance Issues, Financial Negotiations

Larry Susskind, Professor, MIT; Head of the Environmental Policy Group in the School of Architecture and Planning at MIT

Research Interests: consensus building, Negotiation and Dispute Resolution in the Public Sector, International Environmental Negotiation, Multi-party Negotiation, environmental Policy and Planning, Organizational Conflict

William L. Ury, Co-Founder, Program on Negotiation at Harvard Law School and Senior Fellow of the Harvard Negotiation Project

Research Interests: Harvard Negotiation Project, Global Negotiation Initiative, Director

Michael Wheeler, MBA Class of 1952 Professor of Management Practice, Harvard Business School

Research Interests: negotiation dynamics, dispute resolution, organizational design, and ethics