

## **Bruce Barry**

November, 2011

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Web: <http://brucebarry.net>  
Twitter: <http://twitter.com/brucebarry>

### **Education**

Ph.D. (1991), Kenan-Flagler Business School, University of North Carolina at Chapel Hill. Concentration in Organizational Behavior. Dissertation: *A model of dyadic social influence behavior in organizations*. (Thomas S. Bateman, Chair).

M.A. (1981), Department of Speech Communication, University of Virginia. Thesis: *Legislative advocacy: A rhetorical assessment*. (Frederick Antczak, Chair).

B.A. (1980), University of Virginia. Majors: Foreign Affairs and Speech Communication. Thesis: *Universalism in a bipolar global order: A rhetorical analysis of the role of non-nuclear powers in multilateral arms control and disarmament negotiations*.

### **Appointments/Positions**

Brownlee O. Currey, Jr. Professor of Management, Vanderbilt University (2009–).

Chair of the Vanderbilt University Faculty Senate (2008-09).

Professor of Management and Professor of Sociology, Vanderbilt University (2003-2009).

Visiting Scholar, Melbourne Business School, University of Melbourne, Australia (September 2006).

Adjunct Professor, School of International Business, Queensland University of Technology, Brisbane, Australia (September-October 2004).

Secondary appointment as Associate Professor of Sociology, College of Arts and Science, Vanderbilt University (beginning in 2001).

## Appointments/Positions (cont'd)

Director of the Ph.D. Program in Management, Owen Graduate School of Management, Vanderbilt University (1998-2004).

Associate Professor (with tenure), Owen Graduate School of Management, Vanderbilt University (effective September 1998).

Associate Fellow, Robert Penn Warren Center for the Humanities, Vanderbilt University (1998-1999).

Assistant Professor, Owen Graduate School of Management, Vanderbilt University (1991-1998).

Instructor/Teaching Assistant, University of North Carolina at Chapel Hill (1988-1991).

Instructor, Fuqua School of Business, Duke University (1985-1987).

## Books

Barry, B. (2007). *Speechless: The Erosion of Free Expression in the American Workplace*. San Francisco: Berrett-Koehler.

Lewicki, R.J., Barry, B., & Saunders, D.M. (2010). *Negotiation* (6<sup>th</sup> edition). Boston: McGraw Hill/Irwin.

- 5<sup>th</sup> edition: Lewicki, Saunders, Barry, & Minton (2006)
- 4<sup>th</sup> edition: Lewicki, Saunders, Barry, & Minton (2003)

Lewicki, R.J., Saunders, D.M., & Barry, B. (2010). *Negotiation: Readings, Cases, and Exercises* (6<sup>th</sup> edition). Boston: McGraw Hill/Irwin.

- 5<sup>th</sup> edition: Lewicki, Barry, & Saunders (2007)
- 4<sup>th</sup> edition: Lewicki, Saunders, Minton, & Barry (2003)

Lewicki, R.J., Saunders, D.M., & Barry, B. (2011). *Essentials of Negotiation* (5<sup>th</sup> edition). Boston: McGraw Hill/Irwin.

- 4<sup>th</sup> edition: Lewicki, Barry, & Saunders (2007)
- 3<sup>rd</sup> edition: Lewicki, Saunders, Barry, & Minton (2004)

TRANSLATIONS of Lewicki et al. books on negotiation (varies by volume and edition): Arabic, Chinese, Croatian, Greek, Indonesian, Japanese, Korean, Malaysian, Polish, Romanian, Russian, Thai, Spanish.

## Articles and Chapters

- Ferguson, M., & Barry, B. (2011). I know what you did: The effects of interpersonal deviance on bystanders. *Journal of Occupational Health Psychology, 16*: 80-94.
- Fulmer, I.S., and Barry, B. (2009). Managed hearts and wallets: Ethical issues in emotional influence by and within organizations. *Business Ethics Quarterly, 19*: 155-191.
- Fulmer, I.S., Barry, B., & Long, A. (2009). Lying and smiling: Informational and emotional deception in negotiation. *Journal of Business Ethics, 88*: 691-709.
- Perry, J.E., Moore, I.N., Barry, B., Clayton, E.W., & Carrico, A.R. (2009). The ethical health lawyer: An empirical assessment of moral decision making. *Journal of Law, Medicine and Ethics, 37*: 461-475.
- Barry, B., & Stansbury, J. (2008). Corporatism and inequality: The race to the bottom (line). In B. Moran (Ed.), *Race and wealth disparities: A multidisciplinary discourse* (pp. 41-56). Lanham, MD: University Press of America.
- Barry, B. (2008). Negotiator affect: The state of the art (and the science). *Group Decision and Negotiation, 17*: 97-105.
- Barry, B. (2007). The cringing and the craven: Freedom of expression in, around, and beyond the workplace. *Business Ethics Quarterly, 17*: 263-296.
- Stansbury, J., & Barry, B. (2007). Ethics programs and the paradox of control. *Business Ethics Quarterly, 17*: 239-261.
- Barry, B. (2007). Free speech at work (and beyond). *The Melbourne Review*, November.
- Barry, B., Fulmer, I.S., & Goates, N. (2006). Bargaining with feeling: Emotionality in and around negotiation. In L. Thompson (Ed.), *Negotiation Theory and Research* (pp. 99-127). New York: Psychology Press.
- Barry, B., & Fulmer, I.S. (2005). Methodological challenges in the study of negotiator affect. *International Negotiation, 9*: 485-502.
- Reprinted in Carnevale, P.J., & De Dreu, C.K.W. (Eds.)(2006). *Methods of Negotiation Research* (pp. 149-164). Leiden, The Netherlands: Martinus Nijhoff.
- Fulmer, I.S., & Barry, B. (2004). The smart negotiator: Cognitive ability and emotional intelligence in negotiation. *International Journal of Conflict Management, 15*: 245-272.

## Articles and Chapters (cont'd)

Barry, B., Fulmer, I.S., & Van Kleef, G. (2004). I laughed, I cried, I settled: The role of emotion in negotiation. In M. J. Gelfand and J. M. Brett (Eds.), *The Handbook of Negotiation and Culture* (pp. 71-94). Stanford, CA: Stanford University Press.

Barry, B., & Fulmer, I. S. (2004). The medium and the message: The adaptive use of communication media in dyadic influence. *Academy of Management Review*, 29: 272-292.

Named one of three finalists for the *Academy of Management Review* 2004 Best Paper Award.

Barry, B., & Robinson, R.J. (2002). Ethics in conflict resolution: The ties that bind. *International Negotiation*, 7: 137-142.

O'Connor, K., de Dreu, C., Schroth, H., Barry, B., Lituchy, L., & Bazerman, M. (2002). What we want to do versus what we think we should do: An empirical investigation of intrapersonal conflict. *Journal of Behavioral Decision Making*, 15: 403-418.

Barry, B. (2001). Influence tactics in organizations from a social expectancy perspective. In A.Y. Lee-Chai and J.A. Bargh (Eds.), *The Use and Abuse of Power: Multiple Perspectives on the Causes of Corruption* (pp. 19-40). Philadelphia: Psychology Press.

Barry, B., Friedman, R. A., & Tidd, S. T. (2001). Do nice guys finish last? The effects of bargainer attributes on negotiation outcomes. In S.M. Schmidt, D. Geddes, S.C. Currall, & A. Hochner (Eds.), *Power and Negotiation in Organizations* (2<sup>nd</sup> Edition, pp. 185-190). Dubuque, IA: Kendall/Hunt.

Barry, B., & Crant, J.M. (2000). Dyadic communication relationships in organizations: An attribution/expectancy approach. *Organization Science*, 11: 648-664.

Leana, C.R., & Barry, B. (2000). Stability and change as simultaneous experiences in organizational life. *Academy of Management Review*, 25: 753-759.

Barry, B., & Shapiro, D.L. (2000). When do grievants desire voice?: Situational, motivational, and attributional explanations. *International Journal of Conflict Management*, 11: 106-134.

Barry, B. (1999). The tactical use of emotion in negotiation. In R. J. Bies, R. J. Lewicki, & B. H. Sheppard (Eds.), *Research on Negotiation in Organizations*, (volume 7, pp. 93-121). Stamford, CT: JAI Press.

Barry, B., & Friedman, R. (1998). Bargainer characteristics in distributive and integrative negotiation: The role of personality and cognitive ability. *Journal of Personality and Social Psychology*, 74: 345-359.

## Articles and Chapters (cont'd)

Barry, B., & Stephens, C.U. (1998). Objections to an objectivist approach to integrity. *Academy of Management Review*, 23: 162-169.

Barry, B., & Stewart, G.L. (1997). Composition, process, and performance in self-managed groups: The role of personality. *Journal of Applied Psychology*, 82: 62-78.

Stewart, A.C., & Barry, B. (1997). The philosophy of management education: Implications of alternative value systems for pedagogy, curriculum, and governance. *Journal of Public Management and Social Policy*, 3: 4-19.

Barry, B., & Oliver, R.L. (1996). Affect in negotiation: A model and propositions. *Organizational Behavior and Human Decision Processes*, 67: 127-143.

Named in 2001 as one of four finalists for the Academy of Management Conflict Management Division's "Most Influential Article/Chapter" award published in the years 1993-1996 in the field of conflict management.

Barry, B., & Bateman, T.S. (1996). A social trap analysis of the management of diversity. *Academy of Management Review*, 21: 757-790.

Barry, B., & Watson, M.R. (1996). Communication aspects of dyadic social influence in organizations: A review and integration of conceptual and empirical developments. In B.R. Burleson (Ed.), *Communication Yearbook 19*: 269-317. Thousand Oaks, CA: Sage.

Barry, B., & Crant, J.M. (1994). Labor force externalization in growing firms. *International Journal of Organizational Analysis*, 2: 361-383.

Oliver, R.L., Balakrishnan, P.V. & Barry, B. (1994). Outcome satisfaction in negotiation: A test of expectancy disconfirmation. *Organizational Behavior and Human Decision Processes*, 60: 252-275.

Shapiro, D.L., Buttner, E.H. & Barry, B. (1994). Explanations: What factors enhance their perceived adequacy? *Organizational Behavior and Human Decision Processes*, 58: 346-368.

Barry, B., & Bateman, T.S. (1992). Perceptions of influence in managerial dyads: The role of hierarchy, media, and tactics. *Human Relations*, 45: 555-574.

Barry, B., & Shapiro, D.L. (1992). Influence tactics in combination: The interactive effects of soft vs. hard tactics and rational exchange. *Journal of Applied Social Psychology*, 22: 1429-1441.

### Articles and Chapters (cont'd)

Barry, B. (1989). Information technology and organizational development. In R.W. Woodman & W.A. Pasmore (Eds.), *Research in Organizational Change and Development*: 213-231. Greenwich, CT: JAI Press

Tsui, A.S., & Barry, B. (1986) Interpersonal affect and rating errors. *Academy of Management Journal*, 29: 586-599.

### Reviews

Barry, B. (2007). Situation comity. Review of "The Office" (NBC Television). *Contexts*, 6(4): 71-73.

Barry, B. (1998). Review of D. Messick and A. Tenbrunsel, "Codes of Conduct: Behavioral Research into Business Ethics (New York: Russell Sage, 1996). *Work and Occupations*, 25: 258-260

Barry, B. (1997). Review of R. Lewicki, J. Litterer, J. Minton, and D. Saunders, "Essentials of Negotiation" (Chicago: Irwin, 1997). *International Journal of Conflict Management*, 8: 162-165.

### Conference Papers and Presentations

Fulmer, I.S. & Barry, B. (2011). Micro-ethical Decision Making in Social Influence. Presentation at the International Association for Conflict Management annual meeting, Istanbul, Turkey.

Touve, D., & Barry, B. (2011). The Automator's Dilemma: An Investigation of the Link Between Automation and the Nature Of Work. Paper presented at the annual meeting of the Academy of Management, San Antonio.

Barry, B., & Bateman, T.S. (2010). Masters of the long haul: The pursuit of (very) long-term goals. Presentation at Third Conference on Affect, Cognition, and Emotion, Tulane University, New Orleans, Louisiana.

Fulmer, I.S. & Barry, B. (2010). Pushing Emotional Buttons: Ethics and Affective Influence in Organizations. Presentation at the International Association for Conflict Management annual meeting, Cambridge, Massachusetts.

## Conference Papers and Presentations (cont'd)

Liu, L.A., Friedman, R.A., Barry, B., Gelfand, M.J., & Zhang, Z-X. (2010). How to build consensus in negotiation? A dynamic theory of mental models within and across cultures. Paper presented at International Conference on Applied Human Factors and Ergonomics and International Conference on Cross-Cultural Decision Making, Miami.

Fulmer, I.S. & Barry, B. (2009). The management of emotion by and within organizations: Exploring the ethical frontiers. Presentation at the International Association for Business and Society annual meeting, Aspen, Colorado.

Barry, B. (2009). Invited faculty panelist, symposium on ethics and behavioral research, annual meeting of the Academy of Management, Chicago.

Ferguson, M. & Barry, B. (2008). The muck stops here: How interpersonal deviance spreads within work groups. Paper presented at the annual meeting of the Academy of Management, Anaheim.

Received "Best Paper–New Directions " award for the Conflict Management Division of the Academy of Management in 2008.

Barry, B. & Fulmer, I.S. (2008). Asymmetrical hearts and wallets: Ethical issues in emotional influence. Presentation at the Conference on Asymmetry, Cognitions, and Emotions, Leiden University, The Netherlands.

Barry, B. (2008). Invited speaker, panel on employee rights, annual meeting of the Labor and Employment Relations Association, New Orleans .

Barry, B. (2007). Limits to Freedom of Expression in the American Workplace: Implications and Remedies. Paper presented at the annual meeting of the Society for Business Ethics, Philadelphia.

Barry, B. (2007). The gag reflex: Managerial limits to free expression in the U.S. workplace. Paper presented at the annual meeting of the International Association for Business and Society, Florence, Italy.

Barry, B. (2006). Free speech theory and free expression at work. Paper presented at the annual meeting of the Academy of Management, Atlanta.

Barry, B., Carrico, A.R., Smith, W.P. & Goates, N. (2006). Ethics across the boundaries of social identity: The role of intergroup bias in the perception of unethical behavior. Paper presented at the annual meeting of the International Association of Conflict Management, Montreal.

### Conference Papers and Presentations (cont'd)

Carrico, A.R., Smith, W.P., & Barry, B. (2006). Politics and identity: An examination of partisan identity and political behavior in a panel study of college undergraduates during the 2004 A.S. federal election. Poster at the annual meeting of the Society for Personality and Social Psychology, Palm Springs.

Liu, L.A., Friedman, R., Barry, B., Gelfand, M.J., & Zhang, Z. (2006). Culture, face and closure in international negotiations. Paper presented at the biennial meeting of the International Association for Chinese Management Research, Nanjing, China.

Barry, B. (2005). Activism as free speech in and around the workplace. Presentation within All-Academy Symposium on "Activism and Management in the 21st Century" at the annual meeting of the Academy of Management, Honolulu.

Stansbury, J., & Barry, B. (2005). The moral agency problem: Ethics programs and the paradox of control. Poster at the annual meeting of the Academy of Management, Honolulu.

Liu, L.A., Friedman, R.A., & Barry, B., (2005). Assessing shared mental models in negotiation: Evidence from same and cross-cultural negotiators. Paper presentation at the annual meeting of the Academy of Management, Honolulu.

Carrico, A.R., Barry, B., & Smith, W.P. (2005). Moral inconsistencies: The role of intergroup bias in the perception of unethical behavior. Poster at the annual meeting of the Society for Personality and Social Psychology, New Orleans.

Liu, L.A., Friedman, R., & Barry, B. (2004). The negotiating mind: Prospecting for shared mental models in negotiation. Paper presented the annual meeting of the Academy of Management, New Orleans.

Liu, L.A., Fulmer, I.S., & Barry, B. (2004). Emotion in influence: A connectionist model. Paper presented at the annual meeting of the International Association for Conflict Management, Pittsburgh.

Barry, B. (2003). Panelist for session on advocacy in management research and teaching, annual meeting of the Academy of Management, Seattle.

Barry, B. (2003). Free speech, democracy and voice (or lack thereof) in the workplace. Presentation within symposium on "Workplace Democracy: Exploring Issues of Free Speech At Work," annual meeting of the Academy of Management, Seattle.

### Conference Papers and Presentations (cont'd)

Goates, N., Barry, B., & Friedman, R. (2003). Good karma: How individuals construct schemas of reputation in negotiation contexts. Paper presented at the annual meeting of the International Association for Conflict Management, Melbourne, Australia.

Barry, B. (2003). Panelist for symposium, "Conflict Management and Capitulation to Routine," annual meeting of the International Association for Conflict Management, Park City, Melbourne, Australia.

Barry, B. (2003). Methodological challenges in the study of negotiator affect. Paper presented at the annual meeting of the Society for Industrial/Organizational Psychology, Orlando.

Barry, B. (2002). Panelist for session on ideological, ethnic, and value-based conflict, annual meeting of the Academy of Management, Denver.

Fulmer, I.S., & Barry, B. (2002). The 'smart' negotiator: Cognitive ability and emotional intelligence in negotiation. Paper presented at the annual meeting of the International Association for Conflict Management, Park City, Utah.

Voris, S., & Barry, B. (2002). Freedom of speech, conflict, and organizational climate. Paper presented at the annual meeting of the International Association for Conflict Management, Park City, Utah.

Barry, B., & Fulmer, I.S. (2001). How influence in organizations is affected by computer-mediated communication: A theoretical framework. Paper presented at the annual meeting of the International Association for Conflict Management, Cergy, France.

Barry, B., Long, A., & Fulmer, I.S. (2000). Ethically marginal bargaining tactics: Sanction, efficacy, and performance. Paper presented within symposium on "Ethics in Conflict and Negotiation" at the annual meeting of the Academy of Management, Toronto.

Barry, B., Long, A., & Fulmer, I.S. (2000). Attitudes regarding the ethics of bargaining tactics as predictors of negotiation outcomes. Paper presented at the annual meeting of the International Association for Conflict Management, St. Louis.

Barry, B. (2000). Chair and presenter, symposium on teaching ethics in negotiation at meeting of the International Association for Conflict Management, St. Louis.

### Conference Papers and Presentations (cont'd)

Barry, B. & Long, A. (2000). Attitudes toward (un)ethical negotiation behavior and their influence on bargaining outcomes. Paper presented at the annual meeting of the International Association for Business and Society, Essex, Vermont.

Barry, B. (1999). Free speech in the workplace: A critical assessment. Poster presentation at the Critical Management Studies workshop at the annual meeting of the Academy of Management, Chicago.

Barry, B. (1999). Free speech and expression in the workplace: Legal, ethical, and managerial perspectives. Paper presented at the annual meeting of the International Association for Business and Society, Paris.

Barry, B. (1999). Panelist on "The Ethics of Managing Health Care" at conference titled "From Managed Costs to Managed Care," Cal Turner Program for Moral Leadership in the Professions, Vanderbilt University, Nashville.

Tidd, S. T., & Barry, B. (1998). A resource model of the antecedents of work stress: Evidence from a longitudinal study. Paper presented at the annual meeting of the Southern Management Association, New Orleans.

Barry, B. (1998). Privacy beyond the workplace: How workplace privacy issues encroach on civil liberties and community participation. Symposium talk at the annual meeting of the Academy of Management, San Diego.

Barry, B. (1998). The clash between workplace harassment law and constitutional rights to free speech. Presenter within showcase symposium at the annual meeting of the Academy of Management, San Diego.

Barry, B. (1998). A social expectancy analysis of interpersonal influence in organizations. Paper presented at annual meeting of the International Association for Conflict Management, College Park, Maryland.

Barry, B., & Friedman, R. (1997). Individual differences in distributive and integrative negotiaton: The role of personality and cognitive ability. Paper presented at annual meeting of the Academy of Management, Boston.

Barry, B., & Crant, J.M. (1997). Dyadic communication relationships in organizations: An attribution/expectancy approach. Paper presented at annual meeting of the Academy of Management, Boston.

### Conference Papers and Presentations (cont'd)

Barry, B., & Shapiro, D.L. (1997). Voice and procedural justice: Disentangling instrumental and non-instrumental explanations. Paper presented at annual meeting of the International Association for Conflict Management, Bonn, Germany.

Barry, B. (1996). Influence in workplace dyads: Development and test of a typology of tactics. XXVI International Congress of Psychology, Montreal. Abstract published in the *International Journal of Psychology*, 31(3): 81, 1996.

Barry, B., & Friedman, R.A. (1996). Revisiting the role of personality in negotiation: Distributive processes and outcomes. Paper presented at annual meeting of the International Association for Conflict Management, Ithaca.

Barry, B. (1996). Approaches to managing student involvement in classroom discussion. Organizational Behavior Teaching Conference, Keene, New Hampshire.

Barry, B., & Friedman, R.A. (1995). Team composition, group process, and group performance: The role of the Big Five. Paper presented at annual meeting of the Academy of Management, Vancouver.

Barry, B., & Bateman, T.S. (1995). Conflict in diversity management: A social traps analysis. Paper presented at annual meeting of the International Association for Conflict Management, Helsingør, Denmark.

Barry, B., & Watson, M.R. (1994). Dyadic social influence: A review and integration of conceptual and empirical developments. Paper presented at annual meeting of the Academy of Management, Dallas.

Barry, B., & Oliver, R.L. (1994). Affect in negotiation: A model and propositions. Paper presented at annual meeting of the International Association for Conflict Management, Eugene, Oregon.

Barry, B., & Stewart, A.C. (1993). Foundations of social order in management education: Social exchange and market exchange as competing value systems in U.S. business schools. Paper presented at the Society for the Advancement of Socio-Economics, New York City.

Barry, B. (1992). A conceptual model of dyadic social influence behavior in organizations. Paper presented at annual meeting of the Academy of Management, Las Vegas.

### Conference Papers and Presentations (cont'd)

Stephens, C.U., & Barry, B. (1992). Class conflict in the organization: A critical essay and a research agenda. Paper presented at annual meeting of the Academy of Management, Las Vegas.

Barry, B. (1992). Dyadic social influence in negotiation: Development of a model of tactical behavior. Paper presented at annual meeting of the International Association of Conflict Management, Minneapolis.

Shapiro, D.L., Buttner, E.H., & Barry, B. (1991). Explanations: When are they judged adequate? Paper presented at annual meeting of the Academy of Management, Miami, and published in *Academy of Management Best Paper Proceedings*.

Received "Best Paper" award for the Power, Negotiation, and Conflict division of the Academy of Management in 1991.

Barry, B. (1991). Social innovation: An alternative perspective on social responsibility and performance. Paper presented at annual meeting of the Academy of Management, Miami.

Barry, B. (1990). The relational quality of managerial exchange: A model of transactional richness. Paper presented at annual meeting of the Southern Management Association, Orlando, and published in *SMA Proceedings*.

Barry, B., & Shapiro, D.L. (1990). Toward a reconceptualization of social influence in organizations. Paper presented at annual meeting of the Academy of Management, San Francisco.

Barry, B., & Crant, J.M. (1990). Correlates of labor-force externalization in growing firms. Paper presented at annual meeting of the Academy of Management, San Francisco.

Barry, B., & Bateman, T.S. (1989). Predictors of influence and exchange quality in managerial dyads. Paper presented at annual meeting of the Academy of Management, Washington, DC.

Barry, B., & Bateman, T.S. (1989). The information dilemma: A social trap approach to managerial information exchange. Paper presented at annual meeting of the Academy of Management, Washington, DC.

Barry, B. (1989). Information technology and organizational development. Symposium presentation at annual meeting of the Academy of Management, Washington, DC.

Barry, B. (1986). Trends in computer-based management communication. Annual meeting of the Management Communication Association, Durham, NC.

### **Invited Presentations/Lectures**

2009

Middle Tennessee State University  
Austin Peay State University  
Volunteer State Community College

2008

Tennessee Employee Relations Research Association  
Tennessee Library Association

2007

Ohio State University  
Middle Tennessee State University  
The Southern Festival of Books

2006

Melbourne Business School, University of Melbourne (Australia)

2005

Marshall School of Business, University of Southern California  
Olin School of Management, Washington University (St. Louis)

2004

Queensland University of Technology (Brisbane, Australia)  
Griffith University (Brisbane, Australia)  
Frontiers in Social Psychology/Negotiation conference, Northwestern University

2003

Queensland University of Technology (Brisbane, Australia)  
Race-Wealth Disparities in 21<sup>st</sup> Century America Lecture Series, Vanderbilt University

2002

Universiteit voor Humanistiek, Utrecht (The Netherlands)  
Australian Graduate School of Management (Sydney, Australia)  
National Graduate School of Management (Canberra, Australia)  
Department of Psychology at the University of Melbourne (Australia)  
Business School of the University of Auckland (New Zealand)  
Fuqua School of Business, Duke University

### **Invited Presentations/Lectures (cont'd)**

2001

Department of Psychology, University of Virginia  
Culture and Negotiation conference, Northwestern University  
Department of Psychology, University of Amsterdam (The Netherlands)

2000

Darden Graduate School of Business Administration, University of Virginia

1999

Vanderbilt University School of Law

1998

Harvard University

1998

Research on Negotiation in Organizations conference, Duke University

1994

University of Tennessee, Knoxville

1991

University of South Carolina  
University of Arizona  
University of Illinois  
Vanderbilt University  
Clark University

1987

Duke University

### **Working Papers**

Bateman, T.S., & Barry, B. Masters of the long haul: The pursuit of (very) long-term goals.

Smith, W.P., Carrico, A.C., & Barry, B. Partisan identity and political views in political evaluations and behavior.

Liu, L.A., Friedman, R.A., Barry, B., Gelfand, M.J., & Zhang, Z. How to build consensus in Negotiation? A dynamic theory of mental models within and across cultures.

## Work in Progress

Business, management, public policy, and the pursuit of liberal democracy (book project).

Interpersonal Ethics: A Dynamic Decision-Making Model.

Pushing emotional buttons: An integrated model of processes and normative considerations in organizational influence (with I. Fulmer).

Ethics across the boundaries of social identity: The role of intergroup bias in the perception of unethical behavior (with A. Carrico, W. Smith, and N. Goates).

## Other Published Pieces (popular press, practitioner outlets, etc.)

Barry, B. (2000-present). Contributing writer and blogger for the *Nashville Scene*, a weekly alternative newspaper in Nashville, Tennessee, and for sister publication the *Nashville City Paper*. Recent essays in print:

- "Nine-Elevenized," *Nashville Scene*, September 8, 2011.
- "The Underachiever," *Nashville Scene*, January 6, 2011.
- "Orienting for the Future," *The City Paper*, December 12, 2010.
- "Irreconcilable," *The City Paper*, October 24, 2010.
- "Change of Scenery," *Nashville Scene*, September 17, 2009.
- "20 Years of Nashville Politics," *Nashville Scene*, June 25, 2009.
- "Disappointingly Familiar," *Nashville Scene*, April 29, 2009.
- "Pred Herring," *Nashville Scene*, October 11, 2007.
- "Dressed to Shill," *Nashville Scene*, March 15, 2007.

Barry, B. (2010). Facebook, freedom and thin-skinned bosses. *CNN*, Nov. 22, 2010.

Barry, B. (2008). A loss for words. *Vanderbilt Business*, Spring 2008.

Barry, B. (2007). Workers should be free of restrictions on private behavior. *The Tennessean* (op-ed), July 8, 2007.

Barry, B. (2007). The collision of work and free speech. *Chicago Tribune* (op-ed), July 4, 2007.

Barry, B. (2007). The Big Chill. *Publisher's Weekly* (commentary), May 21, 2007.

### Other Published Pieces (cont'd)

Barry, B. (2004). Why Kerry will be the next president. *Tennessee's Business*, 14(2): 12-15.

Barry, B. (2003). Introduction to Lifetime Achievement Award paper. *International Journal of Conflict Management*, 14: 1-2.

Barry, B. (2003). The paradox of freedom at work (article). *Owen@Vanderbilt* (alumni magazine), Vol. 23, No. 1 (Winter 2003), pp. 33-34.

Barry, B. (1996-2000). Columnist (monthly 1996-98; biweekly 1998-2000) on political, economic, and social issues for *In Review*, an alternative newspaper in Nashville, Tennessee. Published a total of 75 essays over four years.

Friedman, R., & Barry, B. (1999). Should you be a negotiator? (article). *Owen Manager* (alumni magazine), Vol. 19, No. 2 (Summer 1999).

Reprinted in Lewicki, R.J., Barry, B., & Saunders, D.M. (2007). *Negotiation: Readings, Cases, and Exercises* (5th edition). Boston: McGraw Hill/Irwin

Barry, B. (1994). Workplace privacy: Whose right is it? *The Tennessean* (article) Feb. 6, 1994.

Barry, B. (1982). Tidewater's entertainment industry thrives despite economic slump. *The Tidal Times* (contributed article), April, 1982.

LETTERS: *The New York Times* (April 15, 2009); *The New York Times* (Nov. 23, 2004); *The New York Times* (March 14, 1996); *The Wall Street Journal* (Sept. 1, 1993); *The Wall Street Journal* (July 20, 1992)

### Teaching Cases

Barry, B. (2003). GTechnica-Accelmedia (a negotiation simulation). In Lewicki, R.L., Saunders, D.M., Minton, J.W., & Barry, B., *Readings, Exercises, and Cases in Negotiation*. Boston: McGraw-Hill Irwin.

Barry, B. (2003). Background note and teaching note for the Ken Griffey, Jr. case. In Lewicki, R.L., Saunders, D.M., Minton, J.W., & Barry, B., *Readings, Exercises, and Cases in Negotiation*. Boston: McGraw-Hill Irwin.

## Professional Activities

### *Governance:*

- Chair, Advisory Board, International Assoc. for Conflict Management (2008-present).
- Division Chair, Conflict Mgmt. Division, Academy of Management (2003-2004).
- President, International Association for Conflict Management (2002-2003).
- Program Chair, Conflict Mgmt. Division, Academy of Management (2001-2002).
- Professional Dev. Chair, Conflict Mgmt. Division, Academy of Management (2000-2001).
- Program Chair, International Association for Conflict Management (1999).
- Representative-at-large, Conflict Mgmt. Division, Academy of Management (1994-1995).

### *Editorial:*

- Associate Editor, *Business Ethics Quarterly* (2009-present).
- Associate Editor, *Negotiation and Conflict Management Research* (2010-present).
- Editorial Board, *Work and Occupations* (2005-present).
- Editorial Board, *Organizational Behavior and Human Decision Processes* (2007-present).
- Editorial Board, *Social Psychological and Personality Science* (2009-2011).
- Editorial Board, *Negotiation and Conflict Management Research* (2006-2009).
- Editorial Board, *Business Ethics Quarterly* (2006-2009).
- Editorial Board, *Applied Psychology: An International Review* (2003-2006).
- Editorial Board, *International Journal of Conflict Management* (2003-2004).
- Editorial Board, *Academy of Management Review* (1997-2002).
- Board of Consulting Editors, *Journal of Personality and Social Psychology* (1998-2002).
- Guest Co-Editor, *International Negotiation*, special issue on  
"Ethics in Conflict Resolution" (2002).
- Guest Co-Editor, *Academy of Management Review* special topic forum on  
"Change and Development Journeys in a Pluralistic World" (2000).

### *Ad Hoc Journal Reviews:*

- Academy of Management Journal
- Academy of Management Review
- Journal of Personality and Social Psychology
- Organizational Behavior and Human Decision Processes
- Administrative Science Quarterly
- Organization Science
- Business Ethics Quarterly
- Journal of Business Ethics
- Journal of Applied Psychology
- Personality and Social Psychology Bulletin

## **Professional Activities (cont'd)**

- Journal of Experimental Psychology: Applied
- Journal of Applied Social Psychology
- British Journal of Social Psychology
- Group Decision and Negotiation
- International Journal of Conflict Management
- Work and Occupations
- Journal of Management Inquiry
- Human Relations
- Social Influence
- Human Communication Research
- Journal of Marketing
- Thunderbird International Business Review

### *Other Reviews:*

- Academy of Management Meetings (CM, SIM, and OCIS Divisions)
- International Association for Conflict Management Meetings
- International Association for Business and Society Meetings
- National Science Foundation (NSF)
- US-Israel Binational Science Foundation
- Marsden Fund proposal (New Zealand science foundation)
- Southern Management Association Meetings (OB and HR Tracks)
- HarperCollins (text prospectus)
- South-Western (text prospectus)

### *Research Award Committees:*

- Influential Article Award committee, Acad. Of Mgmt. CM Division, 2011.
- Outstanding Publication in Organizational Behavior committee, 2008.
- Rubin Award committee, Int'l Assoc. for Conflict Management, 2004.
- Rubin Award committee, Int'l Assoc. for Conflict Management, 2002.
- Chair, Best Article Award committee, *Academy of Management Review*, 2001.
- Chair, Best Published Article/Chapter of the Year Award Committee, IACM, 1998.
- Best Article Award Committee, *Academy of Management Review*, 1998.
- Award Committee, Conflict Mgmt. Div., Academy of Management, 1996-1997.
- Best Published Article/Chapter of the Year Award Committee, IACM, 1996.

### *Conference Activities:*

- Workshop faculty panelist, CM Division, Academy of Management, 2011.
- Workshop faculty panelist, International Association for Conflict Management, 2010.
- Workshop faculty panelist, Academy of Management, 2009.
- Doctoral consortium faculty, CM Division, Academy of Management, 2008.
- Symposium discussant, Academy of Management, 2008.
- Session chair, Society for Business Ethics, 2007.
- Symposium discussant, Academy of Management, 2006.
- Research incubator faculty, CM Division, Academy of Management, 2005.

## **Professional Activities (cont'd)**

- Doctoral consortium faculty, CM Division, Academy of Management, 2004.
- Session chair, International Association for Conflict Management, 2002.
- Session chair, CM Division, Academy of Management, 2001.
- Session chair, International Association for Conflict Management, 2001.
- Symposium chair, Academy of Management, 2000.
- Symposium chair, International Association for Conflict Management, 2000.
- Panel respondent, International Association for Conflict Management, 1999.
- Session chair, International Association for Business and Society, 1999.
- Doctoral consortium faculty, CM Division, Academy of Management, 1998.
- Discussant, International Association for Business and Society, 1998.
- Session facilitator, International Association for Conflict Management, 1998.
- Session chair, CM Division, Academy of Management, 1997.
- Session facilitator, International Association for Conflict Management, 1997.
- Panel chair, International Congress of Psychology, 1996.
- Session chair, CM Division, Academy of Management, 1996.
- Session facilitator, International Association for Conflict Management, 1996.
- Workshop facilitator, CM Division, Academy of Management, 1995.
- Academy of Management CM Research Workshop participant, 1995.
- Session chair, OCIS Division, Academy of Management, 1994.
- Session facilitator, International Association for Conflict Management, 1994.
- Discussant, Society for the Advancement of Socio-Economics, 1993.
- Session chair, CM Division, Academy of Management, 1993.
- Session chair, International Association for Conflict Management, 1992.
- Academy of Management OB/OMT Junior Faculty Workshop participant, 1992.
- Discussant, International Association for Conflict Management, 1992.

## **Teaching Experience**

### *Vanderbilt University (1991-Present):*

- Ethics in Business (MBA elective)
- Negotiation (MBA elective)
- Controversies/Debates in Business, Management, and Society (MBA elective)
- Technology, Media, Culture, and Society (undergraduate seminar)
- Mass Mediated Politics (upper-division undergraduate course, team taught)
- Power and Influence in Organizations (MBA elective)
- International Management Seminar (MBA elective)
- Social/Political/Org'l Issues in Electronic Commerce/the Internet (MBA elective)
- Leading Teams and Organizations (MBA core course)
- Organization Management and Human Resources (MBA core course)
- Project Team Management (MBA elective)
- Research Seminar in Organizational Behavior (doctoral seminar)
- Seminar on Theory Development in Organizational Research (doctoral seminar)
- Human Resources in Work Organizations (upper-level undergraduate course)

## Teaching Experience (cont'd)

*University of North Carolina at Chapel Hill (1988-1991):*

- Organizational Behavior (upper-level undergraduate course)
- Oral Communication for Business (Executive MBAs and undergraduates)

*Duke University (1984-1987):*

- Managerial Computing (MBA core course)
- Managerial Communication (MBA core course; daytime and executive programs)

*University of Virginia (1980-1981):*

- Public Speaking (undergraduate course)

## Dissertation Committees

- Willis Jones (in progress, Dept. of Leadership and Policy, Vanderbilt Univ.)
- Adrienne Corn (in progress, Dept. of Leadership and Policy, Vanderbilt Univ.)
- Jason Stansbury (Ph.D., 2011, Owen School of Management, Vanderbilt Univ.)
- David Touve [*chair*] (Ph.D., 2010, Owen School of Management, Vanderbilt Univ.)
- Kim Unertl (2009, Dept. of Biomedical Informatics, Vanderbilt Univ.)
- Wu Liu (Ph.D., 2008, Owen School of Management, Vanderbilt Univ.)
- Nathan Goates (Ph.D., 2008, Owen School of Management, Vanderbilt Univ.)
- Merideth Ferguson [*chair*] (Ph.D., 2007, Owen School of Management, Vanderbilt U.)
- Eric Habegger (Ed.D., 2006, Peabody College of Education, Vanderbilt Univ.)
- Leigh Anne Liu (Ph.D., 2004, Owen School of Management, Vanderbilt Univ.)
- Simon Tidd (Ph.D., 2001, Owen School of Management, Vanderbilt Univ.)
- Marietta Del Favaro (Ph.D., 2001, Peabody College of Education, Vanderbilt Univ.)
- Jeanine Miller (Ph.D., 1998, Department of Psychology, Vanderbilt Univ.)
- Pat Calhoun (Ph.D., 1998, Department of Psychology, Vanderbilt Univ.)
- Arlen Honts (Ph.D., 1997, Owen School of Management, Vanderbilt Univ.)
- Susan Lee (Ed.D., 1997, Peabody College of Education, Vanderbilt Univ.)
- John Gerdes (Ph.D., 1996, Owen School of Management, Vanderbilt Univ.)
- David Williamson (Ph.D., 1993, Department of Sociology, Vanderbilt Univ.)

## University Service

### *Vanderbilt University:*

- Chair, Faculty Search in Organization Studies (2011-12)
- University Appellate Review Board (2011-present)
- Curb Center Faculty Task Force on the Creative Campus (2009-present)
- Chair, Faculty Search in Creative Enterprise and Public Leadership (2008-09)
- Environmental Sustainability Mission Statement Working Group (2008)
- Chair, Vanderbilt University Faculty Senate (2007-2008); Past Chair (2008-09)
- Vanderbilt Chancellor Search Advisory Committee (2007).
- Chair-elect, Vanderbilt University Faculty Senate (2006-2007)
- Chair of Board of Directors, Vanderbilt Student Communications (2006-2009)
- Vanderbilt University Faculty Senate (2005-2006)
- Core Faculty, Interdisciplinary Program in Social Psychology (1995-2007)
- Graduate Faculty Council and its Student Affairs Committee (1998-2004)
- Faculty for Cal Turner Program professional ethics retreat (2002)
- Co-Vice Chair, Graduate Faculty Council (2001-2002)
- Committee to Review the Graduate School (2000-2001)
- Chancellor's Task Force on Sweatshops (2001)
- Faculty Senate Committee on External Affairs (2000-present)
- Minority Faculty Recruitment/Retention Committee (1999-2000)
- Ad Hoc Committee on Graduate Education (1999-2000)
- Faculty Advisory Board, Cal Turner Program in Moral Leadership (1998-2001)
- Vanderbilt Community Affairs Board (1998-1999)
- Participant, Faculty Seminar on Poverty and Welfare in Public Policy (1996-97)
- Faculty Search Committee, HRD Department at Peabody College (1996)
- Advisory Committee, VUMC Center for Patient Care Innovation (1991-92)

### *Owen Graduate School of Management:*

- MBA Program Committee (2010-present)
- Faculty Bylaws Committee (2010-present)
- Accelerator Program Committee (2009-2010)
- PhD Program Committee/Area PhD Program Coordinator (1994-2004; 2006-present)
- Organization Studies Faculty Search Committee Chair (2006-2007)
- Media and Entertainment Planning Committee (2006-2007)
- EMBA Curriculum Review Committee (2005-2006)
- Research Committee (2004)
- Faculty Advisor, HROMA (MBA student organization) (1994-1998)
- Coordinator, Organization Studies Roundtable (1996-1997)
- Organization Studies Faculty Search Committees (1991-1997)
- Delivered MBA orientation workshop on the case method (1996, 1997)
- Committee on Instruction - MBA Program (1992-1996)
- Developed/delivered MBA orientation workshop on group work (1993-1995)
- MBA Orientation Committee (1993)
- Ad hoc committee on management communication in the MBA program (1993)
- MBA Admissions Committee (1991-93)

## Media

My research and writing has received coverage in these outlets:

### PRINT/WEB:

*The New York Times, The Wall Street Journal, Business Week, Fortune, The Guardian (UK), National Post of Canada, Kansas City Star, St. Louis Post Dispatch, Fort Worth Star-Telegram, Associated Press, Knight Ridder news service, Gannett News Service, Newhouse News Service, MSNBC.com, Fast Company, Conference Board Review, Psychology Today, Entrepreneurship Magazine, The Tennessean, Nashville Scene, Nashville City Paper, Mobile Press Register, Bismarck Tribune, Colorado Springs Gazette, Booklist, Choice, Forward, Midwest Book Review.*

### BROADCAST:

C-SPAN Book TV, Nashville Public Television, Air America Radio, WNYC New York, WBUR Boston, KERA Dallas, KMOX St. Louis, KCUR Kansas City, KGNU Boulder/Denver, Wisconsin Public Radio, KPFA Berkeley, WOSU Columbus, KTKK Salt Lake City, KPCW Park City, WPKN Bridgeport/ WPKM Montauk, KWGS Tulsa, KLPW Washington (Mo.), KCBX San Luis Obispo, KSFR Santa Fe, KEEL Shreveport, WBAA West Lafayette (Ind.), WXXI Rochester, WAQI Hartford, KVON Napa, Calif., Greenstone Media (syndicated), Accent Radio Network (syndicated), Catholic Channel on SIRIUS Satellite, Lime Radio on SIRIUS Satellite.

Interviews/quotes/appearances on subjects related to my teaching and research:

*New York Times, Wall Street Journal, Los Angeles Times, Chicago Tribune, Atlanta Journal-Constitution, Rocky Mountain News, Miami Herald, Salt Lake Tribune, CNN.com, MSNBC.com, Gannett News Service, Associated Press, Bloomberg News, Business Week, Time, The Times of London, Expansión (Spain), Libération (France), HR Magazine, Workforce Magazine, National Employment Business Weekly, Chronicle of Higher Education, St. Petersburg Times, Orlando Sentinel, The Tennessean, Nashville Banner, Nashville Business Journal, Nashville Scene, Nashville City Paper, Chattanooga Pulse, Jackson Sun, Huntsville Times, Franklin Review-Appeal, Glamour, Florida Trend Magazine, Professional Car Washing and Detailing Magazine, WTVF-TV (Nashville's CBS affiliate), WKRN-TV (Nashville's ABC affiliate), WSMV-TV (Nashville's NBC affiliate), WLAC Nashville, WSM Nashville, WKLD Dallas, WAOI San Antonio, Metro Networks (syndicated radio), America's Workforce (syndicated radio), Indie Talk on SIRIUS Satellite.*

## Honors and Awards

### *teaching:*

- Dean's Award for Teaching Excellence, Owen School of Management (2001).
- Finalist, Webb Teaching Award, Owen School of Management (1997).
- Dean's Award for Teaching Excellence, Owen School of Management (1994).

### *research:*

- Best Paper Award, Academy of Management Conflict Mgmt. Division (2008).
- Associate Fellow, Robert Penn Warren Humanities Center, Vanderbilt U. (1998-99).
- Best Paper Award, Academy of Management Conflict Mgmt. Division (1991).
- Best Doctoral Student Paper Award, Southern Management Association (1990).

### *other:*

- President, Business School Ph.D. Association, UNC-Chapel Hill (1989-1990).
- UNC representative to OB doctoral consortium, Academy of Management (1990).
- DuPont Fellowship for graduate study, University of Virginia (1980-1981).
- Echols Scholar, University of Virginia (1975-1980).

## Professional Affiliations

- Academy of Management.
- International Association for Conflict Management.
- International Association for Business and Society.
- Society for Business Ethics.
- Society for Personality and Social Psychology.

## Consulting/Executive Education

- Negotiation training, Leadership Vanderbilt.
- Negotiation training, Bank Administration Institute executive program.
- Consultant, Negotiation Simulator project, McGill University, Montreal, Canada.
- Business plan evaluation, YEI executive education program, UNC-Chapel Hill.
- Presentation consulting, Reliance Insurance Company.
- Telecommunications, financial management seminar, Chase Manhattan Bank.
- Managerial communication program, IBM Corporation, Research Triangle Park, NC.

### **Other Work Experience**

- Manager of Computer Services, Duke University, Durham, NC (1986-1987)
- Data Processing Specialist, Duke University, Durham, NC (1982-1986)
- Assignment Editor and Reporter, Radio Station WLEE, Richmond, VA (1981).
- Anchor/Reporter, The Virginia Radio Network, Charlottesville, VA (1980-81).

### **Civic/Community Boards and Commissions**

- Treasurer, ACLU of Tennessee (2009-present).
- President, ACLU of Tennessee (1999-2009; board member since 1993).
- Commissioner, Nashville Metropolitan Human Relations Commission (1995-1997).
- Board Co-Chair, Nashville Peace and Justice Center (1993).
- Member, Board of Directors, National Collegiate Conference Association (1979-1983).