

## Beaumont Physician Leadership Academy

### Negotiating Don Conlon, Ph.D.



Don Conlon is the Eli Broad Professor of Management and faculty member in the Department of Management at Michigan State University. He received his Ph.D. in business administration from the organizational behavior group at the University of Illinois. Prior to joining the faculty at Michigan State, Don was on the faculty at the University of Delaware. Don also spent time as a scholar at the Summer Institute on Negotiation and Dispute Resolution held at the Center for Advanced Study in Behavioral Sciences, Stanford, CA.

Dr. Conlon's research examines the dynamics of intense workgroups, perceptions of fairness in organizations, negotiation and third-party dispute intervention, and individual decision making. His work has been published in a variety of journals including the *Academy of Management Journal*, *Administrative Science Quarterly*, *Organizational Behavior and Human Decision Processes*, and the *Journal of Applied Psychology*. His research has been cited over 1700 times according to the Web of Science *Social Science Citation Index*, and over 4400 times according to *Google Scholar*. He has also received awards from both the Academy of Management and the International Association for Conflict Management. His current research includes studies of intra-group conflict, electronic (internet) negotiations, managerial decision making, and applications of fairness in a variety of contexts.

Dr. Conlon recently completed serving as President of the International Association for Conflict Management (IACM), an organization of scholars and practitioners dedicated to the study and resolution of conflict. He currently serves on the editorial boards of the *Journal of Applied Psychology*, *Organizational Behavior and Human Decision Processes*, the *Journal of Organizational Behavior*, the *Journal of Management*, *Negotiation and Conflict Management Research*, and the *International Journal of Conflict Management*.

Professor Conlon has consulted for a number of organizations, including AT&T Information Systems, American Life Insurance Company (ALICO), Appleton Paper Company, Entertainment Publications, LG Electronics, Steelcase, MBNA America, the Rand Corporation's Institute for Civil Justice, and the FBI Crime Lab Directors.

Professor Conlon has been faculty with the Beaumont Physician Leadership Academy since 2014.