

Call for Papers
Special Issue on Ethics in Negotiation and Conflict Management
Negotiation and Conflict Management Research

Guest Editors: Cheryl Rivers and Roger Volkema

What does it mean to be ethical in negotiation and conflict contexts? Are there different categories or levels of ethical behavior, which change as a negotiation or conflict unfolds? Do our ethics make us behave differently in team-based endeavors than in individual negotiations? To what extent are individuals capable of recognizing unethical behavior in themselves and others, within and across cultures? How do individuals manage (and mismanage) unethical tendencies and behavior?

Ethics touch our personal and professional lives daily, and relate to all of our research in negotiation and conflict in one way or another—from game-theoretic studies to multi-issue negotiation simulations to analyses of interventions in international crises. Yet despite a significant increase in research on the above mentioned questions and related areas of inquiry, scholars argue that ethics in negotiation and conflict management remains a critical area in need of further investigation and understanding (cf. Bazerman, et al., 2000; Li, et al., 2007; Tsay & Bazerman, 2009).

This call for a special issue on ethics is an invitation to provide research (quantitative or qualitative investigations), theoretical models, or commentary on ethics in negotiation and conflict management, across interpersonal, organizational, cross-cultural, or international levels.

If you are interested in submitting a paper, please feel free to contact Cheryl Rivers (cheryl.rivers@vuw.ac.nz) or Roger Volkema (volkema@iag.puc-rio.br) to discuss possibilities or propose ideas.

The deadline for submissions is January 31, 2014.

Authors should submit their papers to Manuscript Central for the journal at <http://mc.manuscriptcentral.com/ncmr> and you will be prompted to note that it is for a special issue. We look forward to receiving your submissions.

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