

Negotiation and Conflict Management Research – Call for Papers

Special Issue: Justice, Conflict, and Negotiations

DEADLINE FOR SUBMISSIONS: MARCH 21, 2011

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Much of the early research on justice (particularly distributive and procedural justice) was conducted in dispute resolution or conflict management settings. However, recent work on justice has not focused on dispute resolution settings and has instead focused on justice in a variety of other contexts (e.g., HRM contexts such as performance appraisal or employee selection, consumer behavior contexts such as pricing fairness and customer loyalty programs). As a result, we have learned a lot about justice, including many new forms of justice, but this knowledge has not been systematically applied to negotiation, conflict, or dispute resolution settings. *This call for papers hopes to result in a special issue of NCMR that links our more developed understanding of different forms of justice to negotiation or conflict management contexts.*

The variety of justice forms that might be applied to negotiation or conflict settings includes (but is certainly not limited to):

Distributive justice
Interactional justice
Informational justice
Restorative justice

Procedural justice
Interpersonal justice
Retributive justice
Compensatory justice

The variety of conflict management or dispute resolution settings could include (and is certainly not limited to):

Interpersonal or intergroup negotiation
Arbitration
Ultimatum bargaining contexts
Appeal procedures
Adjudication

Mediation
Hybrid procedures (e.g., Med-Arb)
Grievance procedures
Other legal or quasi-legal procedures
Collective bargaining

We hope that the articles in this special issue will present a rich picture of how the many different forms of justice might influence not only the direct parties in a conflict setting (e.g., plaintiff, defendant, negotiators) but also other potential parties in conflict or dispute resolution settings (e.g., negotiating representatives, agents, constituents, judges/third parties, juries, observers, stakeholders). We also encourage work that

considers justice as an independent variable or a mediating variable that might predict or explain negotiation-related outcomes such as impasse rates, outcome quality, time to settlement, compliance with agreements, other attitudes such as “trust”, etc.

For further information, please contact the guest editor: Donald Conlon (conlon@bus.msu.edu).

Submission Instructions

Please submit manuscripts online at <http://mc.manuscriptcentral.com/ncmr> by March 21, 2011. When submitting, please be sure to click on the “Special Issue” submission link.