

Journal of negotiation and conflict management research

negotiation and conflict management research

AUGUST 2015

VOLUME 8 • NUMBER 3

INTERNATIONAL ASSOCIATION
IACM
FOR CONFLICT MANAGEMENT

WILEY Blackwell

Negotiation and Conflict Management Research

EDITOR

Deborah A. Cai, Temple University

EDITORIAL ASSISTANT

Jennifer Midberry, Temple University

ASSOCIATE EDITORS

Tricia Jones, Temple University
John Oetzel, University of Waikato
Cheryl Rivers, Victoria University of Wellington

EDITORIAL BOARD

Noelle Aarts, Wageningen University, The Netherlands
Wendi Adair, Cornell University
Oluremi Ayoko, University of Queensland
Linda Babcock, Carnegie Mellon University
Bruce Barry, Vanderbilt University
Zoe Barsness, University of Washington, Tacoma
Max Bazerman, Harvard University
Bianca Beersma, University of Amsterdam
Bob Bies, Georgetown University
Lisa Blomgren Bingham, Indiana University
Terry Boles, University of Iowa
William Bottom, Washington University
Jeanne Brett, Northwestern University
Susan Brodt, Queen's University
Ronda Callister, Utah State University
Peter Carnevale, New York University
Donald Conlon, Michigan State University
Matthew Cronin, George Mason University
Larry Crump, Griffith University
Helena DeSivilya, Max Stern Academic College of Emek Yezreel
Kristina Diekmann, University of Utah
William Donohue, Michigan State University
Daniel Druckman, George Mason University and University of Southern Queensland, Australia
Martin Euwema, University of Leuven
Ray Friedman, Vanderbilt University
Ingrid Fulmer, Rutgers University
Deanna Geddes, Temple University
Michele Gelfand, University of Maryland
Donald E. Gibson, Fairfield University
Ellen Giebels, University of Twente
Barry Goldman, University of Arizona
Barbara Gray, Pennsylvania State University

Michael Gross, Colorado State University
Fieke Harinck, Leiden University, The Netherlands
Jessica Jameson, North Carolina State University
Sanda Kaufman, Levin College, Cleveland State University
Deborah Kidder, University of Hartford
Peter H. Kim, University of Southern California
Deborah Kolb, Simmons College School of Management
Roy J. Lewicki, The Ohio State University
Meina Liu, University of Maryland
Simone Moran, Ben Gurion University of the Negev
Kathleen O'Connor, Cornell University
Jennifer Overbeck, University of Southern California
Robin Pinkley, Southern Methodist University
Dean G. Pruitt, George Mason University
Jill M. Purdy, University of Washington Tacoma
Linda Putnam, University of California at Santa Barbara
Jana Raver, Queen's University, Canada
Sonja Rispens, Technische Universiteit Eindhoven
Michael Roloff, Northwestern University
William Ross, University of Wisconsin at La Crosse
Vidar Schei, NHH Norwegian School of Economics
Debra Shapiro, University of Maryland
Deborah Shmueli, University of Haifa
Jarel Slaughter, University of Arizona
Paul J. Taylor, Lancaster University
Catherine Tinsley, Georgetown University
Dean Tjosvold, Lingnan University, Hong Kong
Tom Tripp, Washington State University Vancouver
Evert Van de Vliert, University of Groningen, The Netherlands
James A. Wall, University of Missouri-Columbia
Laurie Weingart, Carnegie Mellon University
Steven R. Wilson, Purdue University
Zhi-Hue Zhang, Peking University, China

Production Editor Girlee Salmingo (Email: NCMR@wiley.com).

Aims and Scope NCMR publishes articles that develop theory and report research on negotiation and conflict management across levels, including interpersonal conflict, intergroup conflict, organizational conflict, and crosscultural conflict, across a range of domains, including environmental conflict, crisis negotiations, and political conflict, as well as across a variety of approaches, including formal and informal third party intervention, mediation, and arbitration. Theory and research related to negotiation and conflict management are considered, such as communication, power and trust issues, ethical behavior, decision-making processes, emotions and affect, and distributive and procedural justice. The journal welcomes manuscripts that develop theory as well as ones that report original research. A variety of methods and approaches are welcome. NCMR publishes a wide range of manuscripts, including ones that initiate, extend, validate, or redirect a line of inquiry, provide a theoretically driven review, integrate research about a particular area of study or on perspectives from multiple disciplines, provide new empirical findings, make theoretical contributions, and employ diverse methods. To submit a manuscript for review, please visit the NCMR website <http://mc.manuscriptcentral.com/ncmr>

Negotiation and Conflict Management accepts articles for Open Access publication. Please visit <http://olabout.wiley.com/WileyCDA/Section/id-406241.html> for further information about OnlineOpen.

Publisher *NEGOTIATION AND CONFLICT MANAGEMENT RESEARCH* (ISSN 1750-4716 [online]) is published quarterly on behalf of the International Association for Conflict Management by Wiley Subscription Services, Inc., a Wiley Company, 111 River St., Hoboken, NJ 07030-5774.

Copyright and Photocopying © 2015 the International Association for Conflict Management and Wiley Periodicals, Inc. All rights reserved. No part of this publication may be reproduced, stored or transmitted in any form or by any means without the prior permission in writing from the copyright holder. Authorization to copy items for internal and personal use is granted by the copyright holder for libraries and other users registered with their local Reproduction Rights Organization (RRO), e.g., Copyright Clearance Center (CCC), 222 Rosewood Drive, Danvers, MA 01923, USA (www.copyright.com), provided the appropriate fee is paid directly to the RRO. This consent does not extend to other kinds of copying such as copying for general distribution, for advertising or promotional purposes, for creating new collective works or for resale. Special requests should be addressed to permissions@wiley.com.

Disclaimer The Publisher, the International Association for Conflict Management, and Editors cannot be held responsible for errors or any consequences arising from the use of information contained in this journal; the views and opinions expressed do not necessarily reflect those of the Publisher, the International Association for Conflict Management, and the Editors, neither does the publication of advertisements constitute any endorsement by the Publisher, the International Association for Conflict Management, and the Editors of the products advertised.

ISSN 1750-4716 (online)

For submission instructions, subscription, and all other information visit <http://wileyonlinelibrary.com/journal/NCMR>